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## SECRETARY WILSON'S ANNUAL REPORT He Defends the Farmer and Upholds Meat Inspection

Secretary Wilson made public this week his fourteenth annual report as Secretary of Agriculture. This is a record for continuous service in the Cabinet, and it has come to the point where the country would feel lost without James Wilson as its agricultural leader and adviser.

The farmers would miss him, too, for he is their unfailing champion. Poor crops or good crops, hard times or good times, high prices or low prices, the farmer always comes out on top, and wearing a gold medal for good conduct. Like the King, he can do no wrong, and he is the country's greatest benefactor, as the producer of its chief source of wealth and power.

In his annual report for 1910 Secretary Wilson reviews the tremendous agricultural production of the past year, and what it means to the country. He defends the farmer in connection with the recent era of high prices, and declares that he has not received more than his proper share—if, indeed, he has received that. Secretary Wilson repeats what he said in his 1909 report concerning meat prices and the retailer's share in them, and extends his comparisons this year to many other food commodities which the farmer produces and the retailer markets.

Secretary Wilson again sustains and commends the administration of the federal meat inspection law, and especially compliments the packers for their disposition to comply with the regulations and to co-operate with the government in their enforcement. He is not in favor of the establishment of a Department of Public Health so planned as to take food and meat inspection away from the Department of Agriculture.

### Value and Quantity of Crops and Exports.

Nothing short of omniscience can grasp the value of the farm products this year, is the statement of the Secretary of Agriculture in opening his annual report. At no time in the world's history has a country produced farm products within one year with a value reaching \$8,926,000,000, which is the value of the agricultural products of this country for 1910. The farm value of the cereal crops declined \$230,000,000 in 1910 from 1909 and the value of all crops declined \$119,000,000. A gain was made, however, in the value of animal products amounting to \$424,000,000. It has been a year of high prices for meat and animals, for poultry and eggs, and for milk and but-

ter, and for these reasons the total value of all farm products increased in 1910 \$304,000,000 above the estimate for 1909.

In referring to exports and imports of farm products the Secretary shows that, except for two years, 1898 and 1901, the highest balance of trade in favor of this country in foreign trade in farm products was \$488,004,797 for 1908, a year which seems to mark the culminating point in the course of the balance of foreign trade in farm products. In 1909 the balance declined to \$274,210,152, and in 1910 the decline continued to \$198,090,925. "It may be that in 1910 there was not that national surplus of agricultural products to export which the country had offered to other nations of the earth in years preceding; but, however this may be, it is a fact recognized in the exporting trade that the prices of farm products in the fiscal year 1910 were high enough to prevent that free export movement which before existed."

Cotton was the principal item of export in 1910, with a value of \$450,447,243, and packinghouse products followed, with a value of \$135,959,373; third in order are grain and grain products, valued at \$133,320,418; after which are tobacco, \$38,115,386; oil and oil-cake meal, \$19,251,012; fruits, \$18,504,591; live animals, \$17,447,735. Compared with 1909 there was a decrease in all of the principal items except cotton.

The imports of agricultural products have constantly increased in value throughout the history of this country's international trade, until they reach the enormous total of \$687,486,188 in 1910, an amount much above that of 1909 and still farther above the more prominent amounts of the preceding years. The more prominent items and groups of agricultural imports are packinghouse products (mostly hides and skins), sugar and molasses, coffee, silk, wool, vegetable fibers, tobacco and fruits.

### Farmer's Share of Consumer's Prices.

High prices receive considerable attention in this report. The Secretary is, as usual, the champion of the farmer, and does not give him too much blame for high prices. Concerning the increase of beef prices he says:

"The price received by the farmer is one thing; the price paid by the consumer is far different. The distribution of farm products from the farm to consumers is elaborately organized, considerably involved and complicated, and burdened with costly features. These are exemplified in my report for 1909 by a statement of the results of a special in-

vestigation into the increased cost of fresh beef between the slaughterer and the consumer.

"It was established that in the North Atlantic States the consumer's price of beef was 31.4 per cent. higher than the wholesale price received by the great slaughtering houses; 38 per cent. higher in the South Atlantic States; and 39.4 per cent. higher in the Western States. The average for the United States was 38 per cent.

"It was found that the percentage of increase was usually lower in the larger cities than in the smaller ones and higher in the case of beef that is cheap at wholesale than of high-priced beef. It was a safe inference that the poorer people paid nearly twice the gross profit that the more well-to-do people paid."

### Says There Is No Complaint Against the Farmer.

After presenting many details with regard to the increase of prices on farm products between farmer and consumer, the Secretary of Agriculture declares that "the conclusion is inevitable that the consumer has no well-grounded complaint against the farmer for the prices that he pays. The farmer supplies the capital for production and takes the risk of his losses; his crops are at the mercy of drought, and flood, and heat, and frost, to say nothing of noxious insects and blighting diseases. He supplies hard, exacting, unremitting labor. A degree and range of information and intelligence are demanded by agriculture which are hardly equalled in any other occupation. Then there is the risk of overproduction and disastrously low prices. From beginning to end the farmer must steer dextrously to escape perils to his profits, and indeed to his capital, on every hand.

"At last," says the Secretary, "the products are started on their way to the consumer. The railroad, generally speaking, adds a percentage of increase to the farmer's prices that is not large. After delivery by the railroad the products are stored a short time, are measured into the various retail quantities, more or less small, and the dealers are rid of them as soon as possible. The dealers have risks that are practically small, except credit sales, and such risks as grow out of their trying to do an amount of business which is small as compared with their number."

In continuation of this subject, the Secretary of Agriculture suggests that the problem of high prices is one for treatment by the consumer. "Why do not consumers buy directly from the farmers?" he asks, and he tells how it has been tried in England.

"Production per acre is beginning to overtake increase of people," declares the Secretary of Agriculture, in discussing one of the features of his report. "The evidence is very plain that the yields per acre of our crops are now increasing, and if the facts were assembled in detail for the States it would be found that the percentage of increase in yield of many of them is greater than the percentage of normal increase of population

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# CLASSES AND GRADES OF MEAT

## Market Terms and Trade Methods Reviewed

By Louis D. Hall, Assistant Chief of Animal Husbandry, University of Illinois.

(Continued from last week.)

[EDITOR'S NOTE.—This review of standard grades of meat, methods of marketing carcass meats and cuts, and other wholesale trade methods, begun in The National Provisioner of December 3, is the first of its kind ever compiled or published. It brings trade practice right up to date, and may be taken as authoritative. Though most of the information contained in it is already known to up-to-date traders, yet it is worth while even for them to review it in this manner, while the information contained in it will be of great educational value to those not now in possession of it. For this reason The National Provisioner is glad to give space to Mr. Hall's admirable review, or at least such portions of it as will particularly interest our readers.]

### Carcass Beef.

About one-half the supply of fresh beef sold in wholesale markets is carcass beef (sides and quarters). The two sides or halves of a carcass are termed a "cattle." In the right or "closed" side the inner surface of the kidney fat is attached to the loin, while in the left or "open" side it is free and a portion of the "skirt" (diaphragm) extends to the tenth\* rib, forming the "hanging tenderloin." The two sides are nearly equal in weight, but the open one is often 1 per cent. the heavier. When sides are sold separately no discrimination in price is made between rights and lefts.

Sides are quartered or "ribbed" between the twelfth and thirteenth ribs\* when taken from the chillroom either for shipment or local delivery, except export and "Boston" cattle, which are cut between the tenth and eleventh ribs. The quarters are called "fores" and "hinds." In shipping and export trade, the four corresponding quarters are regarded as a carcass of beef; that is, they are sold as "straight cattle" rather than miscellaneous sides or quarters. In "car-route" and local city trade carcass beef is to a considerable extent handled as separate "fores" and "hinds."

Regular hindquarters contain 47 to 49 per cent. of the carcass weight and fores 51 to 53 per cent., the average being about 48 per cent. hinds and 52 per cent. fores. In "exports" the quarters are practically equal in weight. Hinds are quoted about 25 per cent. higher than fores in the cold months and up to 40 per cent. higher in summer. The influence of season upon the price is due to the large amount of boiling and stewing pieces in the forequarters, which meats are both more palatable and more economical to cook during the winter season than in warm weather and consequently are in greater demand at that time.

Carcass beef which is thick and fat enough so that the entire side can be sold over the butcher's block in retail cuts is known as "block beef" or "side beef." "Cutters" are dressed cattle that are not sufficiently thick-fleshed nor fat to be entirely utilized by the retailer, but contain certain wholesale cuts (loins and ribs) which may be so used. "Canners" are those carcasses from which none of the regular wholesale cuts suitable for butcher shop use can be obtained, and which, consequently, must be divided into smaller cuts such as boneless fresh meats and cured beef products.

### Classes and Grades of Carcass Beef.

The classes of carcass beef are steers, heif-

ers, cows and bulls and stags. This classification is based not merely upon differences in sex, but also upon the general uses to which they are adapted, as described in connection with each class. Within the four classes, side beef is graded as prime, choice, good, medium, common and canners. In the markets the highest grade is sometimes termed "extra choice" or "fancy" beef; the term "fair" is frequently used instead of medium, and canner sides are often called "culls."

The grade to which a carcass, side or quarter belongs, depends upon its form, thickness, finish, quality, soundness and weight.

By form is meant the shape or "build" of the side, its general outlines and the proportions of its different parts. Ideal conformation consists of compactness, i. e., good width in proportion to length; short shanks and neck, and full rounds, loin and ribs. It is associated more or less closely with a proper degree of thickness, and is also partially dependent upon the covering or finish of the carcass. Large plates, "hollow" loins, prominent hips, thin chucks or "rangy" loosely coupled sides are especially discriminated against. A "rimmy" side is one showing an unusual degree of curvature in the ribs, giving the side a warped appearance and corresponding to paunchiness in live cattle.

Thickness of a carcass refers to the amount of lean flesh it carries. Thick-meated loin and ribs and full, compact rounds and chucks are especially essential. "Built like a cart-horse" describes the fleshing demanded in

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## STOCKS OF PROVISIONS

Official reports of stocks of provisions at chief centers at the end of November indicate stocks relatively the same as a month ago and as a year ago, except in the case of lard, which is shown in greater supply. These figures are discussed in the regular market review pages of The National Provisioner. A synopsis of the stocks at various important points, with comparisons, is as follows:

	Pork, Bbls.			Lard, Tcs.			Cut Meats, Lbs.	
	Nov. 30, 1910.	Oct. 31, 1910.		Nov. 30, 1910.	Oct. 31, 1910.		Nov. 30, 1910.	Oct. 31, 1910.
Chicago .....	39,435	37,794	38,790	31,732	36,700	15,019	50,744,246	45,967,022
Kansas City .....	2,235	2,419	1,958	4,116	3,729	5,542	16,396,000	15,187,700
Omaha .....	1,185	869	1,053	2,972	1,575	985	11,241,367	13,043,294
St. Joseph .....	545	1,209	887	2,356	2,331	1,699	10,304,892	10,328,029
Total .....	43,400	42,291	42,688	41,176	44,344	23,245	88,686,505	84,526,045
Detailed reports are as follows:								
Chicago.								
	Nov. 30, 1910.	Nov. 30, 1909.						
Mess pork, new, made since Oct. 1, '10, bbls. ....	.....	3,575						
Mess pork, made Oct. 1, '09, to Oct. 1, '10, lbs. ....	5,545	16,218						
Other kinds of barreled pork, bbls. ....	33,890	18,997						
*P. S. lard, made since Oct. 1, '10, tcs. ....	20,923	4,911						

\*In storage tanks and tierces.

P. S. lard, made Oct. 1, '09, to Oct. 1, '10, tcs. ....	1,762	.....
P. S. lard, made previous to Oct. 1, '09, tcs. ....	.....	1
Other kinds of lard, tcs. ....	9,047	10,107
Short rib middles, made since Oct. 1, '10, lbs. ....	394,845	1,477,850
Made previous to Oct. 1, '10, lbs. ....	725,600	.....
Short clear middles, lbs. ....	716,158	321,256
Extra S. C. middles, made since Oct. 1, '10, lbs. ....	2,865,991	2,031,202
Made previous to Oct. 1, '10, lbs. ....	23,447	.....
Extra short rib middles, lbs. ....	332,930	726,954
Long clear middles, lbs. ....	15,000	244,021
Dry salt shoulders, lbs. ....	83,268	169,920
S. P. shoulders, lbs. ....	824,429	638,697
S. P. hams, lbs. ....	14,916,688	15,917,695
D. S. bellies, lbs. ....	8,089,868	4,199,138
S. P. bellies, lbs. ....	3,527,132	4,216,254
S. P. Calif. or picnic hams, lbs. ....	3,536,560	4,286,558
S. P. Boston shoulders, lbs. ....	.....	.....
S. P. skinned hams, lbs. ....	10,919,011	5,058,768
Other cut meats, lbs. ....	3,773,319	3,718,412
Total cut meats, lbs. ....	50,744,246	43,006,725

### MOVEMENT OF PRODUCT.

#### Received.

	Nov., 1910.	Nov., 1909.
Fork, bbls. ....	.....	959
Lard, gross weight, lbs. ....	2,063,000	3,205,616
Meats, gross weight, lbs. ....	18,850,900	18,322,686
Live hogs, number. ....	583,243	597,188
Dressed hogs, number. ....	.....	.....

#### Shipped.

	Nov., 1910.	Nov., 1909.
Fork, bbls. ....	9,689	10,517
Lard, gross weight, lbs. ....	21,886,600	18,021,059
Meats, gross weight, lbs. ....	40,980,600	69,919,165
Live hogs, number. ....	65,169	74,836
Dressed hogs, number. ....	3,034	3,418

Average weight of hogs received November,

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### AUSTRIANS VOTE FOR OUR MEAT.

Cable advices from Vienna state that last Thursday the Austrian Reichsrath carried by a vote of 223 to 206 a motion favoring the unrestricted importation of transoceanic meats, thereby defeating the Government, which is influenced by the intrigues of the Austro-Hungarian Agrarian party.

It transpired in the course of the debate that Austria is bound by a secret agreement with Hungary not to admit transoceanic meat without the latter's consent, and there is a discrepancy in the two Governments' views regarding the interpretation of the agreement. The Government defeat was largely due to a revolt of the Christian Socialists, who, notwithstanding the fact that Minister of Commerce Werskirchner belongs to their party, joined his and the Government's opponents. The vote entirely accords with popular opinion, but it is very doubtful whether it will secure the free importation of meats from across the Atlantic.

### E. A. CUDAHY HEADS COMPANY.

The directors of the Cudahy Packing Company met on Friday and elected E. A. Cudahy president and treasurer of the corporation, to succeed his brother, the late Michael Cudahy. J. M. Cudahy was elected vice-president and was also named a director to succeed the deceased. A. F. Borchardt was elected secretary to succeed himself. It is stated that the general offices of the Cudahy Packing Company, with some 300 employees, now located in Omaha, are to be removed to Chicago.

\*Beef carcasses contain thirteen pairs of ribs. It is customary to number them from the neck backward.



# THE MEAT INDUSTRY IN ARGENTINA

## Argentina's Animal Resources Compared to Others

By Commercial Agent James D. Whelpley, U. S. Bureau of Manufactures.

[EDITOR'S NOTE.—This is the fourth in a series of articles on the meat and livestock industries of Argentina which have appeared in recent issues of The National Provisioner.]

The strategic value of Argentina as a meat-exporting country is evident when one compares its area and the size of its flocks and herds with its population, and then takes note of similar statistics in connection with other meat-producing countries.

The United States, for example, has more than twice as many head of cattle as Argentina, but its cattle are nevertheless fewer in number than its inhabitants, so a large proportion must go for home consumption. Argentina, on the other hand, has more than four times as many cattle within its borders as population. Similar comparisons may be made with respect to sheep. The following figures are instructive:

	Population.	Square kilometers.	Cattle.	Sheep.
United States .....	83,941,510	9,239,988	72,553,996	53,240,282
Canada .....	6,256,931	9,701,036	5,137,616	1,797,340
Argentina .....	6,000,000	2,952,551	29,116,625	67,211,754
New South Wales .....	1,526,697	803,863	2,549,944	44,132,412
Victoria .....	1,231,940	227,619	1,804,323	12,937,440
New Zealand .....	878,578	271,305	1,851,750	20,108,471
Queensland .....	535,113	1,736,595	3,413,919	14,886,438
Southern Australia .....	383,820	2,340,557	325,774	6,624,941
Western Australia .....	261,746	2,527,632	690,011	3,333,658
Tasmania .....	180,156	67,896	211,117	1,729,394

Flocks are uniformly diminishing in all countries, even in the Argentine, where sheep farming would seem to be one of the best sources of wealth for a somewhat indefinite time.

Tillage is everywhere the sheep's greatest enemy. Sheep always need an extensive range in order to get enough to eat without their keep costing too much. They are primarily nomads, and require plenty of space and much watering. For this reason the small farmer in Europe, even if he keeps one or two stall-fed cows, has had to give up his flock of sheep. Only in districts where the immense area of pasture land is quite out of proportion to the number of hands for tilling it can sheep be kept at a profit. They can not stand the high rents paid by wheat growers.

### Why the World's Stocks Have Diminished.

This is the primary cause of the diminution in the number of sheep all over the world. In the Argentine Republic, and especially in the Province of Buenos Aires, which has hitherto been the greatest sheep producer, another cause has contributed largely to the falling off in numbers, i. e., worms. Drought in Australia has had still worse results, and only during the last few years has there been any marked improvement in this state of affairs.

This falling off in the flocks of other sheep farming countries had the effect of increasing the value of the Argentine flocks, and at the same time of lessening them, to meet the ever-growing demand for mutton for export. Notwithstanding the diminishing number of sheep, mutton eaters are as numerous today as ever.

Excess of consumption, existence of worms in certain districts, and the continual encroachments of agriculture, whether in the shape of alfalfa or wheat, sufficiently explain

the fact that the Argentine had 74,379,561 sheep in 1895 and only 67,211,754 in 1908.

It has been calculated that out of the total of 500,000,000 sheep existing in different regions of the globe in 1873, there remain at present scarcely 300,000,000. This is due to the yearly increasing area of wheat-growing lands, even in countries where wheat was formerly unknown. In regions where the cultivation of the soil has become more intense, sheep farming is considered a primitive industry which gives comparative results on lands not fit for anything better. Sheep are regarded as hurtful for tillage of any kind.

### How Price of Mutton Has Gone Up.

The price of mutton has gone up even more than that of beef in late years. More than once the freezing establishments of Argentina have been left without wethers, and local consumption has often had to satisfy itself with fat or lean ewes, as the case might be.

Wool export has also fallen off to a noticeable extent. This has been due to the fact that every estanciero who turned his lands into alfalfa fields after his flocks had been decimated by worms immediately thereafter took up the raising of cattle. As sheep have the reputation of ruining alfalfa fields in four or five years, the estanciero who has put down this grass will not run the risk of carrying sheep on it, and he does away with his flock once and for all.

But it would be a mistake to suppose that the reign of the sheep in Argentina is doomed. Undoubtedly the export of wool and mutton will continue a valuable industry for years to come. New land is opening up every day, which still falls under the category of sheep country, and 18,000,000 of hectares under cultivation still leaves ample room for big flocks to graze and run in the open.

Land in the central Pampas, in the far south of the Province of Buenos Aires, and in the national territories of Rio Negro and Patagonia, has not yet reached prices prohibitive for sheep farming. In the greater part of this vast region tillage would be almost premature, while there yet abound more fertile lands with a milder climate farther north, and precisely on account of its colder climate Patagonia is admirably suited for becoming at no distant day the headquarters of sheep farming.

Apart from this, there have been for years in this somewhat neglected region important estancias, of whose existence the people in Buenos Aires have until lately had no idea. This is because the establishments were first started in the far south of Patagonia and the valleys of the Andes, and their trade was with Chile rather than with Argentina. Punta Arenas was the shipping place for their produce and provision center, rather than the lesser Argentine ports. But the existence of estancias covering scores of square leagues and some of them carrying upward of 100,000 sheep can no longer be ignored.

The time has long gone by when wool was the only valuable product of Argentine flocks, and when fat sheep, mostly wethers, were consigned to the grease factory, with a few for local consumption on the estancias and in the towns. The problem of cold stor-

age once solved, this system was first applied to sheep, because they were rejected by the salting establishments, and their valuable meat thus entirely wasted.

Encouraging results were obtained, and once the difficulties peculiar to every new enterprise were overcome the question arose how to supply European markets with the article most liked. As this market was largely English, estancieros naturally turned toward English breeds, importing for the purpose rams of English origin under the generic name of Lincolns, large and fleshy, but with coarse wool, though long and heavy. . . .

(To be continued.)

### LIVESTOCK AND MEAT SUPPLIES.

Official reports from leading market centers for the month of November do not indicate the heavily increased marketing of meat animals which is expected to take place before the winter is over. The receipts of cattle at seven leading points for November were somewhat less than for the same month of 1909. Receipts of hogs were 145,000 less at these points than a year ago, though receipts of sheep and lambs were nearly half a million greater. Slaughtering at these points for the month showed only about 100,000 more sheep and lambs killed, however, while the killing of hogs was about 65,000 less and of cattle 55,000 less than a year ago.

For the eleven months of the year the receipts of cattle at these principal packing points were about 250,000 more than for a like time in 1909, while hog receipts were nearly three million less, and receipts of sheep and lambs over two million greater. Slaughter reports from these points for the eleven months indicate about 20,000 more cattle killed, about one and three-quarter million less hogs, and about a quarter million more sheep and lambs.

A synopsis of receipts at these centers for November, compared to a year ago, is as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	318,893	27,872	549,184	648,311
Kansas City .....	236,334	31,093	178,329	200,900
Omaha .....	109,688	.....	110,460	355,849
St. Louis .....	110,106	.....	182,118	51,819
St. Joseph .....	44,005	3,083	111,938	41,335
Sioux City .....	30,983	2,263	79,700	17,790
St. Paul .....	53,697	8,781	113,038	112,403

T <sup>l</sup> Nov., '10.	963,776	73,692	1,324,767	1,428,427
T <sup>l</sup> Nov., '09.	1,019,674	73,317	1,469,937	967,813

Receipts for the eleven months of 1910 were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	2,799,071	476,608	4,979,977	4,825,944
Kansas City .....	2,072,506	258,340	1,907,489	1,721,964
Omaha .....	1,138,604	.....	1,756,248	2,660,393
St. Louis .....	1,129,379	.....	1,841,681	678,719
St. Joseph .....	463,311	50,534	1,242,208	323,262
Sioux City .....	380,194	26,230	955,220	133,421
St. Paul .....	462,774	117,406	739,486	840,084

T <sup>l</sup> 11 m's, '10.	8,451,539	929,121	13,416,378	11,583,787
T <sup>l</sup> 11 m's, '09.	8,206,638	819,319	16,264,789	9,438,622

Slaughter reports for November were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	181,413	24,174	484,015	430,742
Kansas City .....	143,439	16,715	174,216	103,662
Omaha .....	63,169	.....	109,174	99,713
St. Louis .....	79,878	.....	162,234	45,521
St. Joseph .....	31,319	2,085	111,901	24,265
Sioux City .....	15,268	2,223	65,588	10,397
St. Paul .....	27,051	7,282	110,036	39,645

T <sup>l</sup> Nov., '10.	541,557	53,379	1,217,164	753,945
T <sup>l</sup> Nov., '09.	595,925	57,436	1,281,738	663,187

Slaughters for the eleven months of 1910 were reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	1,617,298	444,562	3,926,514	3,378,822
Kansas City .....	1,193,261	173,233	1,726,950	1,087,575
Omaha .....	719,467	.....	1,623,679	1,155,744
St. Louis .....	760,970	.....	1,287,114	804,293
St. Joseph .....	328,415	44,180	1,208,959	379,299
Sioux City .....	172,197	23,739	786,101	57,444
St. Paul .....	151,614	58,869	765,230	164,010

T <sup>l</sup> 11 m's, '10.	4,963,822	744,563	11,224,547	6,827,189
T <sup>l</sup> 11 m's, '09.	4,760,706	650,590	13,084,090	6,570,345

## TRADE GLEANINGS

The Roberts Cotton Oil Company will rebuild its burned plant at Helena, Ark.

Morris & Company's branch house at Poughkeepsie, N. Y., has been damaged by fire.

Baugh & Sons Company, Baltimore, Md., contemplate erecting a fertilizer plant at Norfolk, Va.

Reynolds Brothers' cotton oil mill at Cisco, Tex., has been damaged by fire to the extent of \$6,000.

It is reported that the S. & S. Company will establish a branch house at Wilkes-Barre, Pa.

P. J. McKenzie of Chicago, Ill., plans the establishment of a butterine factory at New Orleans, La.

A \$100,000 fertilizer factory at Rose Hill, N. C., is being contemplated by E. McN. Carr and M. Ward.

It is rumored that the Tri-City Packing Company, Davenport, Ia., will be shortly reopened and operated.

The Plant and Land Food Company, Baltimore, Md., has increased its capital stock from \$25,000 to \$500,000.

The Newberry Fertilizer Company, Newberry, S. C., will commence the erection of its 100-ton plant next summer.

The branch house of Swift & Company at Grand Rapids, Mich., is to be remodeled and the cooling room capacity doubled.

The Virginia Peanut-Fed Ham Company, Suffolk, Va., has been incorporated with a capital stock of \$50,000. R. S. Freeman of Richmond is president.

The directors of the Cudahy Packing Company at a recent meeting elected E. A. Cudahy president and treasurer to succeed the late Michael Cudahy.

At a meeting of the stockholders of the Procter & Gamble Company, Cincinnati, Ohio, the projected issue of stock to the amount of \$1,500,000 was approved.

The directors of Swift & Company at their regular quarterly meeting passed a resolution recommending an increase in the authorized capitalization from \$60,000,000 to \$75,000,000.

At a meeting of the creditors of Whitman Brothers, cottonseed oil dealers, Produce Exchange, New York City, held last week, John Aspegren was elected trustee.

The Interstate Fertilizer Company has been incorporated at Albany, N. Y., with a capital stock of \$25,000. W. B. Chisholm of Charleston, S. C., is president.

The Muskogee Packing Company, Muskogee, Okla., has been incorporated with a capital stock of \$150,000. G. E. Schneider of Memphis, Tenn., is president and G. D. Sleeper, vice-president.

The Menhaden Fisheries Company, Harvey's Wharf, Va., has been incorporated with \$100,000 capital stock to engage in the fish and fertilizer business. M. S. Stringfellow, Brandy Station, Va., is president.

The Charles Wolff Packing Company, Topeka, Kan., is contemplating the erection of two new buildings adjoining its new cold storage plant. One is for a refinery and the other for ice plant.

### AUSTRALIAN AFTER OUR TRADE.

Arthur Kidman, of Sydney, Australia, chairman of the Sectional Committee dealing with the frozen meat industry of that country and a wholesale exporter of meat, butter and hides, was in New York last week on his way to England in the interest of the Australian meat industry. He hopes to obtain more business and better transportation facilities, as well as tariff concessions.

"Your American abattoir system is entirely different from ours," he said. "We have both private and public abattoirs, places where a small butcher can slaughter half a dozen sheep and an ox, and still have all the privileges and advantages of a large abattoir system at the cost of from twelve cents to thirteen cents a head for sheep and lambs and a correspondingly higher rate for oxen.

"We can land the best mutton in New York, similar to that used by the first-class hotels and clubs of London, at from about five and a half to six cents a pound, with a duty of two cents to be added—that is, provided we get the same freight rates to New York that we have to London and other European points. Young spring lamb would be eight cents, with two cents duty added. The best beef would be about the same price as mutton."

### SWIFT TO INCREASE STOCK.

Notice of the annual meeting of the stockholders of Swift & Company, to be held at Chicago, on January 5, includes the announcement of a proposal to issue an additional \$15,000,000 in capital stock of the company, for the purpose of taking care of outstanding obligations. It is reported that the com-

pany's annual financial statement will show big business and good profits, though perhaps not so great as in the previous year, because of abnormal trade and price conditions and consequent reduced meat demand.

The notice referred to is as follows:

Chicago, Illinois, December 1, 1910.

You are hereby notified that the 26th annual meeting of the stockholders of Swift & Company will be held at the general offices of the company at Union Stock Yards, Chicago, on Thursday, January 5, 1911, at 2 o'clock p. m., for the election of directors and for the transaction of such other business as may come before the meeting.

At said meeting the following proposition will be submitted to the stockholders for consideration and action, viz.: That the capital stock of Swift & Company be increased from the sum of sixty million dollars (\$60,000,000) to the sum of seventy-five million dollars (\$75,000,000) by an additional issue of one hundred and fifty thousand shares of capital stock at the par value of one hundred dollars each, to be issued at such times and in such amounts as the directors may determine.

For the purposes of this meeting, the stock transfer books will be closed at 3 p. m. on December 17, 1910, and remain closed until the morning of January 6, 1911.

### DANISH HIDES TO BE DISINFECTED.

The Treasury Department at Washington has issued notice that the regulations for disinfection of hides has been extended to hides imported from Denmark. Hereafter all hides coming from that country must have the regular certificate of disinfection, with one exception. This exception is similar to that made in previous cases and is as follows: "Abattoir hides, the product of Sweden, Norway, New Zealand, Australia or Great Britain, when accompanied by a certificate of an official veterinarian showing that the same were taken from cattle free from disease at the time of their slaughter."

### FINANCIAL.

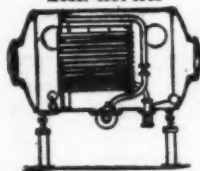
Chicago, December 1, 1910.

#### DIVIDEND NO. 97.

Dividend of one dollar and seventy-five cents (\$1.75) per share on the capital stock of Swift and Company, will be paid on and after the first Monday in January, 1911, to stockholders of record, December 17, 1910, as shown on the books of the Company. On account of annual meeting, transfer books will be closed from December 17, 1910, to January 5, 1911, inclusive.

D. E. HARTWELL, Secretary.

LILLIE EVAPORATOR  
Model 1904-1906



Economy Its Beast.

# Lillie Multiple Evaporators

## For Glue and Other Packing House Products

FIRST INTRODUCED TO THE PACKING INDUSTRY IN 1905. TO DATE TWELVE LILLIE TRIPLE EFFECTS HAVE BEEN INSTALLED IN THE HOUSES OF THE LARGER PACKING COMPANIES FOR TANK WATERS AND GLUE. MOST OF THEM REPEAT ORDERS.

Undoubtedly the most economical and in other respects the best apparatus on the market for packing house products.

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LEWIS C. LILLIE, Secy. and Treas.



# THE NATIONAL PROVISIONER

New York and  
Chicago

Official Organ American Meat Packers'  
Association.

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HUBERT CILLIS, Vice President

JULIUS A. MAY, Treasurer.

OTTO V. SCHRENK, Secretary

PAUL I. ALDRICH, Editor

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## FARMER AND THE BUTCHER

Discussion of the high cost of living has grown somewhat stale of late as a result of over-production of alleged thought on the subject. Interest in the question was revived to some extent during the past week, however, through renewed reference to some of its phases by high government authorities.

It is of course expected that Secretary of Agriculture Wilson will champion the cause of the farmer. That's what he's there for. And so it occasions no surprise that his annual report is a vigorous defense of the farmer in connection with the high prices the latter has received for his products. The Secretary assumes to show in his report that the farmer has not received more than his share of increasing prices. "That this should have been so was merely a matter of justice to the farmer," says he.

He declares that, even though the farmer receives a very large proportion of the con-

sumer's price for his products, "the consumer has no well-grounded complaint against the farmer for the prices that he pays." It is the middleman, he says, who is taking too great a proportion of the profits, and though he does not directly accuse the retailer, he infers that the latter is "getting his." He dilates upon the great risks assumed by the farmer, but says that "the dealers have risks that are practically small."

So far as meat dealers are concerned, they cannot be expected to agree with Secretary Wilson's deductions. They believe that his arguments for the farmer, as regards past losses, the right to recoup, risks in the business, etc., can be applied as properly to their vocation as to that of the farmer. Indeed, they feel very strongly upon the subject, as strongly as does the Secretary for the farmers, and for much the same reason.

The Secretary's intimate knowledge of agricultural conditions gives him insight on true conditions in that direction, but they feel that his insight as regards the workings of the meat trade is perhaps not as thorough, and therefore his sympathy is not as keen. If any sympathy is to be expended as a result of hard trade conditions, they feel they ought to have their share, considering what they have gone through.

The President received and presumably digested Secretary Wilson's report before he prepared his annual message to Congress. His only reference to this question in the message was the following significant sentence:

"An interesting review of the results of an examination made by the department into statistics and prices shows that on the average since 1891 farm products have increased in value 72 per cent., while the things which the farmer buys for use have increased but 12 per cent., an indication that present conditions are favorable to the farming community."

The meat man devoutly wishes that as much could be said concerning his trade.

## NOT AGAINST OLEOMARGARINE

With their customary regard for fair play the butter interests last week spread through the medium of the daily press of the country the report that, at its meeting at New Orleans, the Association of State and National Food and Dairy Departments resolved that "there should be further legislation against the manufacture and sale of oleomargarine," that the consumer was being imposed upon, and that this condition should be relieved.

No such resolution was adopted, or even reported out of committee. Dairy and Food Commissioner James Foust of Pennsylvania, at the instigation of the butter interests of his State, introduced a resolution aiming to commit the association to a position in opposition to oleomargarine. The butter lobby had

its little scheme nicely framed up, and a great noise was to be made by the butter press bureau afterward, hailing the lining up of all State food officials against oleomargarine and in favor of the butter monopoly.

But the plan miscarried. The well-battered food officials of certain States who are notorious tools of the butter ring got up and made their denunciatory attacks upon oleomargarine. They worked up quite a furore for the benefit of the newspaper men present, and to make material for their press bureau, and then the resolution went into committee. It never came out.

The fact that butter is again seeking an altitude record, accompanied by the piteous cries of fleeced consumers and continued indignation against the butter monopoly, may have caused the food officials in the association to think twice before ranging themselves as a body on the side of the butter combination. At any rate, they did not do it, even though the daily press was induced to say that they did.

## FIRST SETTLE MAIN POINT

Attorneys for the Chicago packers recently indicted in the federal court at Chicago for alleged violation of the anti-trust law on Tuesday filed a petition in the federal district court in that city asking that further proceedings in these cases be postponed pending a disposition of the suit in equity which is now pending in the federal circuit court. The petition came as a surprise to the federal attorneys, and they were at a loss how to act for a time, as they had expected a demurrer to the indictments instead of this move.

Last February, after a grand jury investigation, indictments were returned against the National Packing Company and its subsidiary companies under the anti-trust law. At the same time a suit in equity was brought against the same company to compel its dissolution, on the ground that it was a trust. Both these actions, one criminal and the other civil, were brought with the view of testing the validity of the formation of the National Packing Company.

This mode of procedure did not suit the sensationalists and "trust-busters" whose object was not to test the law, but rather to get somebody into jail. They were therefore glad to have the criminal indictments dismissed, and a new grand jury summoned to carry out their plan of indicting individuals. This was done in the summer, the directors of the National Packing Company being indicted individually.

Meanwhile, the civil action to test the legality of the corporate form of the National Packing Company is pending. This is really the test of the question as to whether these packers are violating the law. Their counsel believe that this question should be settled before the criminal action proceeds further.

# PRACTICAL POINTS FOR THE TRADE

## METHODS OF MAKING HEAD CHEESE.

A butcher and specialty manufacturer in New England writes as follows:

Editor The National Provisioner:

Please send me a recipe for making good head cheese.

For head cheese take 75, 15 and 10 per cent. respectively of hogs' heads, hearts and cheekmeat, and cook until the bones are easily removed from the heads. The meat is usually preferred pickled, if only for a few days, in an 80 deg. pickle. However, this is at the option of the manufacturer. When cooked, chop coarsely and season, per 100 pounds of stock, with  $\frac{1}{2}$  lb. white pepper,  $\frac{1}{4}$  lb. ground cloves, 1 ounce of red pepper, and if the meat is fresh use 2 pounds of salt. Some prefer an onion flavor, and in that case add about a dozen fair-sized onions, chopped fine, to the above batch.

Stuff into well prepared hog stomachs, boil for an hour and a half, and submit to pressure sufficient while cooling to make each piece solid. They are usually spread on a table and covered with boards upon which are placed weights sufficient to obtain the required solidity.

Always have every utensil used in the manufacture of this or any other similar material clean and sweet; otherwise, as the stock is handled hot, it will more readily absorb matter destructive to good flavor. And let it be understood that a good acceptable appetizing flavor is the most desirable condition to be obtained, even before good material, that is, an excellent flavor to fairly good material is far more acceptable than a doubtful flavor in the highest class material, and any manufacturer knows or should know this.

Clean and sweet (fresh aired) receptacles, clean (sterilized) machinery and utensils, good fresh spices and wholesome, cleanly-handled meats are all necessary to turn out goods highly acceptable to the consumer, and it will pay any manufacturer to see to this. Turn out goods your customers can "bank" on, and you can get all the trade you can take care of.

In making head cheese mix the constituent meats thoroughly—not all tongue in one stomach, and all hearts or cheekmeat in another, etc. Head cheese may contain hogs' heads entire (without the bone, of course),

cheekmeat, hearts, boned pigs' feet, snouts, skins, ears, pork trimmings, etc., always using sufficient gelatinous material to obtain the requisite solidity for slicing. Various spices are used, white and black pepper, cloves, coriander seed, marjoram, caraway seed, cayenne pepper, onions, etc.

Perhaps the best way to explain this matter would be to give several formulas in detail, as follows:

To 100 pounds of stock, consisting of whole heads, hearts and cheekmeat (if fresh) use 2 lbs. salt,  $\frac{1}{2}$  lb. ground white pepper,  $\frac{1}{4}$  lb. ground cloves and 1 ounce of fine red pepper. If an onion flavor is required, use from half a dozen to one dozen onions, chopped fine and thoroughly distributed.

Using pickled hogs' heads (75 per cent.), pickled cheekmeat (15 per cent.), and pickled hocks (10 per cent.), take 12 ounces of ground black pepper, 4 ounces of allspice, and 1 ounce of finely pulverized thyme, which will be found a very acceptable seasoning.

Another acceptable seasoning, per 100 pounds of stock, is to take 8 ounces of white pepper, 7 ounces of ground coriander seed, salt as required, and if onion flavor is desired add a dozen finely chopped onions.

When the final cooking has been effected each piece should be wiped clean before spreading on the table. Also after cooking the tongues should be "peeled."

A cheaper head cheese is made of pig skins, pig ears, pig snouts, cheekmeat, hearts, scrap head-meat and fat. Use equal percentages, making a batch of about 250 pounds, to which when cooked add about  $2\frac{1}{2}$  to 3 gallons of the water in which it was cooked. To season this it will require about  $1\frac{1}{4}$  lbs. pepper,  $\frac{1}{4}$  lb. allspice,  $\frac{1}{4}$  lb. of marjoram and salt to taste. A couple of ounces each of cloves and caraway seed will improve the flavor.

## CLASSES AND GRADES OF MEAT.

(Continued from page 17.)

high-grade carcasses. In the case of quartered sides the depth of lean meat on the ribs is readily seen. It is true that thickness depends somewhat upon the finish of the carcass; but there is a clear distinction between thickness due to fatness and thickness due to muscular flesh. Also, quality and firmness of flesh must be considered in judging thickness.

### Finish and Quality in Beef.

Finish corresponds to "condition" in the

live animal; in other words, it refers to the amount and distribution of fat on the carcass, and to the quality of flesh so far as it depends upon the degree of fatness. Perfect finish involves a smooth covering of firm, white fat over the entire carcass, with the greatest depth along the back (about one-fourth inch on 500-pound carcasses, up to three-fourths inch on 900-pound cattle); a white brittle "kidney" of medium size; and a lining of fat deposited in flakes or rolls on the inner surface of the ribs. The rounds and shanks are covered last in the process of fattening, hence these parts are indications of the last degree of finish. The fat must not be excessive at any point, especially over the loin and ribs, because this indicates either an overdone condition or a tendency toward thick crusty covering without good marbling, i. e., mixture of fat through the lean flesh.

The highest quality of beef is that which contains the largest proportion of well marbled lean with the minimum of excess fat, but a certain amount of the latter is indispensable in prime beef. In the lowest grade outside fat is entirely lacking. A carcass carrying soft, "gobby" fat sells at a discount. A "green" or "grassy" appearance of the flesh indicates a marked lack of finish; it is a watery, flabby condition which is characteristic of grass-fed cattle.

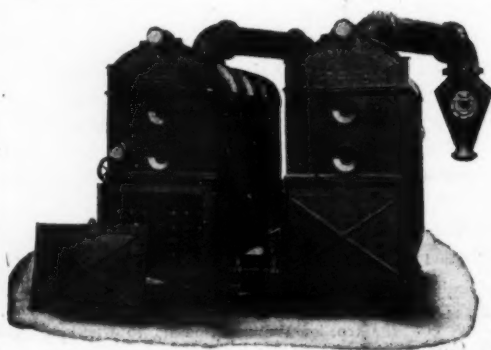
Quality in beef is so closely associated with form, thickness and finish that the term is often used loosely to cover all three points. In a more definite sense, however, quality has reference to size, color and softness of the bones, smoothness and grain of flesh, color and general appearance of carcass, and an absence of coarseness in general. A carcass may be thick, fat and of excellent form and yet fall below the highest grade because it lacks quality in one or more of the above particulars.

Quality of flesh in a carcass depends chiefly upon its smoothness, grain and color. Rough, uneven flesh detracts from the appearance and usefulness of the beef. Coarse-grained, stringy, fibrous flesh is usually an indication of poor breeding, staginess, advanced age or improper nourishment of the animal. Lack of grain and firmness, on the other hand, go with beef that lacks the age required for mature beef.

Very young beef seldom has "substance" or marbling, and is high in percentage of water. It is considered by beef experts that carcasses of cattle under fifteen to eighteen months old are not generally mature enough for prime beef cuts, and those above three to four years old are usually past the point of highest quality, being too coarse in bone or grain of meat or uneven in finish. There are, of course, individual exceptions outside these limits of age.

(To be continued.)

Watch page 48 for business openings.



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SPERRY & BARNES.

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### CREAMERY PACKAGE ICE MACHINES.

The following sales of refrigerating machinery by the ice machinery department of the Creamery Package Manufacturing Company, Chicago, are in addition to those recently reported:

Fabrica y Refineria de Aceite, La Victoria, Lima, Peru, 8-ton compressor for an oil mill.

De Laval Dairy Supply Company, San Francisco, Cal., 5-ton compressor for a creamery.

Hess Creamery, Glen Ullin, N. D., 7-ton compressor for a creamery.

A. J. Wittick, Waterloo, Ia., 6-ton compressor for a meat market.

### BUFFALO MACHINES IN HONOLULU.

That the butchers throughout the world are rapidly learning of the advantages gained by using Buffalo Silent Cutters was proven by the fact that even in Honolulu they are using the Buffalo Silent Cutter. A short time ago the John E. Smith's Sons Company, Buffalo, N. Y., made a shipment to Alexandria, Egypt, but their last shipment to Honolulu was something that was not looked for. However, this shows that even the people in those far-off islands "know a good thing when they see it," as evidently some of these people have seen or heard of this Buffalo Silent Cutter, and have learned of the splendid results of its use in this country.

### CARPENTER AS TRIUMPH ENGINEER.

M. R. Carpenter of Cincinnati has recently been appointed engineer for the Triumph Ice Machine Company, to take the position vacated by H. D. Pownall. Mr. Carpenter is considered one of the best-posted engineers in the business, not only in the engineering line, but also in the other branches of the refrigerating industry, he having devoted 20 years to the various branches of this industry.

For the past five years Mr. Carpenter has been chief draughtsman for the Triumph Company, and has the advantage, in undertaking his new duties, of a thorough knowledge of the Triumph designs. Mr. Carpenter's large acquaintance in the trade, especially among the members of the American Society of Refrigerating Engineers, of which he is one of the charter members, will be pleased to learn of his advancement.

There are plenty of men out of employment, but a good packinghouse man need never be idle if he makes use of the "Wanted" department of The National Provisioner.

### YORK REFRIGERATING SALES.

Recent sales of refrigerating and ice-making machinery by the York Manufacturing Company, York, Pa., are reported as follows:

Hotel Athens, New York, N. Y., one 10-ton refrigerating plant.

Westerberg & Williams, New York, N. Y., one 20-ton refrigerating plant for James McCreery & Co., New York, N. Y.

Westerberg & Williams, New York, N. Y., one four-ton refrigerating plant for James McCreery & Co., New York, N. Y.

Edna Ice and Light Company, Edna, Texas, one complete five-ton ice making plant.

Charles Wolff Packing Company, Topeka, Kan., one 225-ton cross compound refrigerating machine and high pressure side.

I. J. Nathan, Marlin, Texas, one complete 25-ton ice plant.

Charles Bonini, Pittsburg, Pa., one 20-ton and one 10-ton refrigerating machine and high pressure side.

Prag Distilled Water Ice Company, Delhi, India, one 11-ton refrigerating machine.

Empire Scale and Fixture Company, Jacksonville, Fla., one on-ton refrigerating plant for S. J. Murphy and Company, Bradenton, Fla.

Bristol Ice Cream Company, Bristol, Tenn., one 10-ton refrigerating plant.

Atlanta Ice and Coal Corporation, Atlanta, Ga., one 160-ton cross compound refrigerating machine for their Albany Artesian ice plant, Albany, Ga.

Gauthier Abattoir Company, Bristol, Tenn., one 40-ton compression side, 10-ton freezing and distilling system and piping for abattoir.

McComb City Ice Factory, McComb City, Miss., one 10-ton compression side, and 3,500 feet of 2-inch direct expansion piping.

Empire Scale and Fixture Company, Jacksonville, Fla., one four-ton refrigerating plant for P. Ullendorf, Miami, Fla.

The Standard Waygood, Ltd., Sydney, N. S. W., four four-ton high pressure sides.

Atlanta Oil and Fertilizer Company, Atlanta, Ga., one 110-ton compression side, and necessary material to increase present plant from 75-tons to 125-tons ice making capacity.

J. E. Watson, Fairmount, W. Va., one two-ton refrigerating plant for his residence.

Watson & Co., Fairmount, W. Va., one one-ton refrigerating plant for cooling drinking water.

Will P. Stevens, Los Angeles, Cal., one 36-ton refrigerating machine for Utah Hotel, Salt Lake City, Utah.

Standard Waygood, Ltd., Sydney, N. S. W., one 50-ton high pressure side.

C. M. Prince & Sons, Portsmouth, N. H., one two-ton refrigerating plant.

Westerberg & Williams, New York, N. Y., one four-ton refrigerating plant.

Westerberg & Williams, New York, N. Y., one eight-ton refrigerating plant for R. A. Robertson & Co., Utica, N. Y.

Empire Scale and Fixture Company, Jacksonville, Fla., one one-ton refrigerating plant for exhibition purposes.

Houma Light and Ice Manufacturing Company, Houma, La., one 20-ton complete ice making plant.

H. N. Johnson & Co., Mooresville, N. C., one 10-ton high pressure side.

People's Ice and Fuel Company, Phoenix, Ariz., one 100-ton compression side, 35-ton freezing and distilling system.

W. L. Jones, Prior Creek, Okla., one 10-ton ice making plant.

Clarksburg Ice and Cold Storage Company, Clarksburg, W. Va., one 42-ton freezing and distilling system, ammonia condensers, etc.

Lawrence Ice and Cold Storage Company, New Castle, Pa., one 100-ton refrigerating machine.

Sample & More, Glendale, Ariz., one two-ton refrigerating plant.

Long Beach Dairy Company, Long Beach, Cal., one eight-ton refrigerating plant.

Cook Brothers, Cheyenne, Wyo., one complete 30-ton ice making plant.

Campbell & Hamilton, Calgary, Alberta, Can., one 35-ton compression side and direct expansion piping.

Louis Eckles' Sons' Ice Manufacturing Company, Baltimore, Md., one complete 50-ton ice plant.

Furnas Ice Cream Company, Columbus, Ohio, one 40-ton compression side and 20-ton freezing system.

Lifter Ice Cream Company, Philadelphia, Pa., one 35-ton refrigerating plant.

Vicksburg Ice Company, Vicksburg, Miss., one 125-ton compression side, and piping of new storage rooms.

Kennett Ice and Electric Company, Kennett, Mo., one 15-ton ice making plant.

Birk Brothers Brewing Company, Chicago, Ill., one 110-ton refrigerating machine.

Armour Glue Works, Chicago, Ill., one 35-ton high pressure side.

John R. Murray, Arverne, N. Y., one 50-ton ice making plant.

Morris & Co., Chicago, Ill., one 20-ton refrigerating plant for their McKeesport, Pa., branch.

Seattle Restaurant, Seattle, Wash., one two-ton refrigerating plant.

Chicago, Milwaukee & Puget Sound, R. R., Tacoma, Wash., one four-ton refrigerating plant.

Gill & Flynn, Oswego, N. Y., one 15-ton ice making plant.

M. C. Lowell, Springfield, Vt., one four-ton refrigerating plant.

Geo. O. Abbott & Son, Brattleboro, Vt., one four-ton refrigerating plant.

Neef Brothers' Brewing Company, Denver, Colo., one 110-ton refrigerating machine.

Standard Waygood, Ltd., Sydney, N. S. W., two 1/2-ton, two one-ton, two four-ton, two eight-ton, two 11-ton and three 17-ton high pressure sides.

Orange County Brewery, Middletown, N. Y., replacing present compressors with two 10 x 32-inch single acting compressors.

Geo. A. Blucher, Corpus Christi, Texas, one 10-ton freezing and distilling system.

Richard Hudnut, Inc., New York, N. Y., one two-ton refrigerating plant.

Celluloid Company, Newark, N. J., one 40-ton high pressure side.

### MORE MODERN MARKET EQUIPMENT.

The city of Lynchburg, Va., has just completed one of the finest and most modern market houses in that section of the South. The committee was particularly determined to secure the most sanitary, convenient and up-to-date equipment. Among the numerous propositions submitted the unanimous decision was in favor of the drawings and specifications sent in by The Cincinnati Butchers' Supply Company, to whom they awarded the contract.

The outfit (two carloads) consisted of refrigerator counters and refrigerator display wall cases, all completely equipped with continuous coil pipes for artificial refrigeration. The refrigerator counters are decidedly unique, the upper part being especially arranged for display, having double glass walls, top, sides and ends, while the lower part is for package goods and storage. Word comes to The Cincinnati Butchers' Supply Company that the committee and the city of Lynchburg are highly pleased with the entire equipment in every respect. As the report puts it, "They are all de-lighted."

## ICE AND REFRIGERATION



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is of vital importance. Papers that absorb and retain moisture are a menace to economical refrigeration.

## GIANT Insulating PAPER

Positively prevents the entrance of all moisture.

Air-tight chambers are equally important. Pinholes and cracks, common faults with most papers, are unknown in GIANT.

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Want a good position? Watch the "Wanted" page for the chances offered there.

### NEW CORPORATIONS.

Oakland, Md.—The Oakland Dairy Association has awarded contract for the erection of a creamery plant.

Stendal, Ind.—J. T. Blaize and others have incorporated the Stendal Creamery Company with a capital stock of \$5,200.

Sharon, N. C.—The Galloway Dairy Company has been incorporated with a capital stock of \$2,500 by A. M. Haddon and others.

Hillsdale, N. Y.—Harlemville Creamery Company has been incorporated with a capital stock of \$4,000 by J. Harder, J. P. Steintz and others.

Vicksburg, Miss.—The Delta Ice and Cold Storage Company has been incorporated with a capital stock of \$100,000 by C. H. Zilker of New Orleans and W. W. Johnson of Memphis, Tenn. A 60-ton plant will be erected.

### ICE NOTES.

Tulsa, Okla.—The Tulsa Ice Company will increase the capacity of its plant.

Baltimore, Md.—Hutzler Brothers are enlarging their cold storage department.

Elgin, Ill.—The plant of the Knickerbocker Ice Company has been destroyed by fire.

Dallas, Tex.—The Dallas Ice and Fuel Company's plant has been destroyed by fire.

Nebraska City, Neb.—F. & F. Thomas have purchased the ice business of W. A. Conkling.

Acushnet, Mass.—A large ice house owned by Lafrance Brothers has been destroyed by fire.

Meridian, Miss.—A. J. Lyon & Co. will establish a cold storage plant here costing \$25,000.

Maybrook, N. Y.—The Central New England Railroad will erect a large ice-house 37 x 100 feet here.

Snydertown, Pa.—A company is being organized here by farmers for the purpose of establishing a creamery plant.

Augusta, Ga.—The Atlantic Ice and Cold Storage Company, Atlanta, will expend \$100,000 for improvements to its plant.

San Antonio, Tex.—The Lone Star Brewing Company has awarded contract for the erection of its proposed ice and cold storage plant.

New York, N. Y.—Elder & Wells have had plans prepared for the erection of a four-story ice plant at 17th street near Tenth avenue.

Kansas City, Mo.—The recently incorporated Grocers' Ice and Storage Company will open bids on Jan. 1 for the erection of its ice plant.

Dixon, Ill.—The Dixon Artificial Ice and Cold Storage Company has filed a voluntary petition in bankruptcy. Liabilities at \$27,774 and assets \$26,743.

Brooklyn, N. Y.—The Third Ward Hygienic Ice Company has increased its capital stock from \$60,000 to \$75,000 for the purpose of building an addition to its plant.

Baltimore, Md.—Judge Stockbridge, in the Circuit Court, has decided to sign a decree for the sale of the property of the Baltimore Refrigerating & Heating Co. The company

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has been in the hands of the receivers since Dec. 30, 1908. Its assets are valued at about \$500,000 and its liabilities consist of \$1,277,000 in bonds and a floating indebtedness of \$250,000.

### REFRIGERATING ENGINEERS MEET.

The sixth annual meeting of the American Society of Refrigerating Engineers took place on Monday and Tuesday, December 5 and 6, at the Engineering Societies building, 29 West 39th street, New York City. President R. H. Tait, of St. Louis, called the meeting to order at 10 a. m. Monday, and the programme for the meeting was carried out as follows:

Monday, December 5, Morning Session, 10 o'clock.—Roll call. Reading of minutes of previous meeting. Report of Tellers of Election of Membership. Report of the Council. Unfinished business. New business. Report of Tellers of Election of Officers. Luncheon in building at 12 o'clock.

Afternoon Session, 1:30 o'clock.—"A Gas Producer Operated Refrigerating Plant," by President R. H. Tait, St. Louis, Mo. "The Economic Value of Insulation," by Junius H. Stone, New York, N. Y. "Corrosive Effect of Calcium Chloride Brine on Metals," by Dr. Allerton L. Cushman, Washington, D. C.

Evening Session, 8 o'clock.—"Practical Constants in the Theory of Refrigeration," by Charles Jonsson, New York, N. Y. "Pre-cooling of Fruit," by Arthur Faget, San Francisco, Cal.

Tuesday, December 6, Morning Session, 10 o'clock.—"Clearance and its Effects on the Volumetric Efficiency of Ammonia Compressors," by V. R. H. Greene, New York, N. Y. "Clearance in Single Acting and Double Acting Compressors," by Thomas Shipley, York, Pa. Topical discussions: "What is the Best Method of Testing Insulation Against Passage of Heat?" "What is the Best Proportion and Arrangement of Condenser Surface for Ammonia Condensers—1. Atmospheric; 2. Double Pipe?" "What is the Best Arrangement of Boiler Equipment for Ice Plants—1. 25 to 100 tons; 2. 150 tons and over?" "What is the Best Relation Between the Temperature of Pipe Surface and the Amount of Condensation in the Dehumidifying of Air?"

The gathering came to an end with an old-fashioned beefsteak dinner at Healy's on Tuesday evening.

The following officers were elected for the ensuing year: President, Edward N. Friedman, New York; vice-president, Albert Ruemmel, St. Louis, Mo.; treasurer, Walter C. Reid, New York; secretary, Wm. H. Ross, New York; directors, Madison Cooper, Watertown, N. Y.; N. H. Hiller, Carbondale, Pa.; W. H. Manns, Waynesboro, Pa.; Charles Dickerman, Philadelphia, Pa.; Gardner T. Voorhees, New York; Thomas Shipley, York, Pa.; Louis Doelling, New York; Louis Block, New York.

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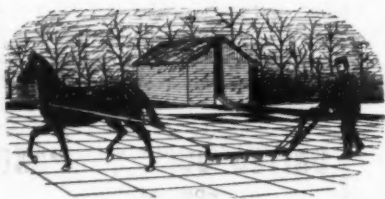
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NEWARK, Brewers' & Bottlers' Supply Co.  
NEW ORLEANS, Finlay, Dicks & Co., Ltd.  
NEW YORK, Roessler & Hasselacher Chemical Co.  
NORFOLK, Nottingham & Wrenn Co.  
OKLAHOMA CITY, O. K. Transfer & Storage Co.  
PHILADELPHIA, Henry Bower Chemical Mfg. Co.  
PITTSBURGH, Pennsylvania Transfer Co., Ltd., Mueller & Kusen.  
PROVIDENCE, Rhode Island Warehouse Co., Edwin Knowles.  
ROCHESTER, Rochester Carting Co.  
ST. LOUIS, McPeckers Warehouse Co., Pillsbury-Becker Eng. & Sup. Co.  
SAVANNAH, Benton Transfer Co.  
SAN FRANCISCO, United Iron Works.  
SPOKANE, United Iron Works.  
SEATTLE, United Iron Works.  
TOLEDO, Moreton Truck & Storage Co.  
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**HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.**

### SECRETARY WILSON'S REPORT.

(Continued from page 15.)

—that is, the increase of births over deaths in the old native element.”

#### Must Not Take Away Meat Inspection.

The Secretary, while in hearty accord with the general proposition to provide better facilities for work in the interest of the public health, expresses himself as opposed to any plan which will remove from the Department of Agriculture the inspection work involved in the enforcement of the Food and Drugs Act and the Meat-Inspection Law, to say nothing of certain plans which would take away the biological and entomological work of the Department.

“To remove from the Department of Agriculture the meat inspection and veterinary work,” says the Secretary, “would, I believe, be a great detriment to the work of this Department and to the agricultural and livestock interests, without any corresponding gain in efficiency or advantage to the public, and would result in increased expenditures rather than in economy. For example, the field work for the eradication of diseases of animals is carried on mostly during the summer, while the work of slaughter houses is heaviest during the winter; and it is thus found to be practicable and economical to shift men from one to another of these branches as the needs of the service require.”

The Secretary thinks it would be an expensive mistake to take away from the Department of Agriculture work which it is

performing satisfactorily, and which it can perform better and more economically than any other agency.

Cases reported to the Attorney-General for prosecution under the several laws administered by the Department of Agriculture numbered 1,738, twice as many as the year before. More than \$40,000 in fines and costs were assessed; hundreds of tons of misbranded foods and drugs were forfeited.

Food and drug cases numbering 990 were reported, 766 for criminal action and 224 for seizure proceedings. Of criminal cases, 246 resulted in convictions, 3 in verdicts for defendants, 96 were dismissed, 152 were pending in courts at the close of the year, and 252 remained under consideration for future action. Fifty-two violations of the meat-inspection law were reported; 18 cases gave convictions, 8 were dismissed, and 26 are pending.

To carry on the work of the Department of Agriculture during the fiscal year ended June 30, 1910, Congress appropriated the sum of \$17,029,036. Of this appropriation \$12,225,036 covered the ordinary expenses of the Department, \$3,000,000 the permanent annual expense for meat inspection, \$1,344,000 the agricultural experiment stations, and \$460,000 the printing and binding done for the Department. The disbursements for the fiscal year 1910 amounted to \$13,794,231.97.

#### Magnitude of Government Meat Inspection.

Concerning the operation and extent of the federal meat inspection service the Secretary says:

“The meat inspection has reached such proportions that it is only by strict economy that the Department is able to carry on this work within the standing annual appropriation of \$3,000,000. During the past fiscal year the cost of this inspection was about \$2,940,000. The inspection was conducted at 919 establishments in 237 cities and towns, an increase of 43 establishments and a decrease of 3 cities and towns, as compared with the preceding year.

“There were inspected before slaughter 49,307,672 animals, consisting of 7,999,547 cattle, 2,295,800 calves, 27,731,627 hogs, 11,164,635 sheep, and 116,063 goats. The animals inspected at the time of and after slaughter numbered 49,179,057, of which 7,962,189 were cattle, 2,295,099 calves, 27,656,021 hogs, 11,149,937 sheep and 115,811 goats. Owing to a marked shortage in the supply of hogs there was a decrease of nearly 8,000,000 in the number slaughtered under inspection as compared with the previous fiscal year, although there was an increase in the number of all other species.

“There were condemned because of disease or other condition 113,742 entire carcasses and 874,211 parts of carcasses, making a total of nearly 1,000,000 animals condemned in whole or in part, or about 2 per cent. of the total number inspected. Tuberculosis was the cause of over 46 per cent. of the condemnations among cattle and over 96 per cent. of those among hogs.

“Nearly 6,250,000,000 pounds of meat food products of various kinds were prepared under the supervision of the Government inspectors, and there were condemned on reinspection over 19,000,000 pounds of these products which had become unwholesome since inspection at the time of slaughter. The steady decrease in condemnations of this class indicates a corresponding improvement in sanitary conditions and in the methods of handling meat products in the packinghouses.

“The Department continues to maintain

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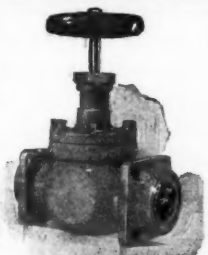
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that it is possible to make, and owing to the special melting and annealing furnaces with which our foundry is equipped, are nearly double the tensile strength of those made in the ordinary way.

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CLEVELAND.....Cleveland Ice Machine Co.  
CINCINNATI.....Queen City Supply Co., Elm & Pearl Sts.  
ST. LOUIS.....Pillsbury-Becker Eng. & Supply Co., 200 N. Main St.  
CHICAGO.....Westerlin & Campbell Co., 26-28 N. Clinton St.  
ATLANTA.....York Manufacturing Co., 13 S. Forsyth St.  
NEW ORLEANS.....Rantz & Biggar, 736 Conti St.  
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LOS ANGELES.....United Iron Works, 151 N. Los Angeles St.  
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## “C-Q-D”

In the wireless telegraphy code “C-Q-D” is the signal of distress. In packinghouse and cold storage construction it's the signal that the insulation is distressing the plant manager and the chief engineer.

“Give us more cold air,” yells the manager. “Can't do it,” says the engineer. “I'm pumpin' her hard now, but your insulation's no good. If I gave you 10 tons more refrigeration it would leak right out. Your insulation won't hold it.”

If “STAR” corkboard had been used there would have been no need of the “C-Q-D” distress signal.

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HOBOKEN, N. J.

the closest vigilance over its meat-inspection service in order to guard against inefficiency or corruption on the part of any of the members of its force and against fraudulent practices on the part of the management of the inspected establishments. It is gratifying that, so far as known, there have been no serious shortcomings during the past year. Not only does the Department force show a high degree of integrity and efficiency, but the proprietors of the inspected establishments as a rule are entirely disposed to comply with the regulations and give cordial co-operation in the work of inspection.

"The regulations are based upon long experience and upon the best scientific knowledge not only of the Department staff but of outside experts, and an honest effort is made to enforce these regulations. It can be said without question that Government inspected meat merits the full confidence of the public.

#### Danger from Lack of Local Inspection.

"The greatest source of danger with regard to the meat supply of the country comes from the meat which is not subject to inspection. The Government inspection is applied only to such meats as are produced by persons or establishments doing interstate or export business, and covers but a little more than half of the country's meat supply. The remainder must be looked after by State and municipal authorities, and it is gratifying that there is a general awakening to the need for local inspection. Inspection is already being carried on by many cities and a few States, and in other place steps are being taken to establish an efficient inspection system. The Department stands ready to give such aid and co-operation as it properly can.

#### Wiping Out Disease Among Dairy Cattle.

Concerning the continued efforts of the Department to prevent the spread of tuberculosis through dairy cattle, the Secretary says in his report:

"It has been well known in recent years

that tuberculosis exists to a considerable extent among the cattle of the United States, especially among dairy cattle, and that where no adequate steps have been taken for the suppression of this disease it has increased in prevalence and extended to hogs. During the past two years the Department has made special investigations to determine the prevalence and extent of tuberculosis among cattle of various parts of the country, and has studied methods of eradication. The Bureau of Animal Industry has given active aid to State and municipal authorities and to individuals in suppressing this disease.

"As the District of Columbia is under the jurisdiction of the Federal Government, it was thought well to undertake the eradication of tuberculosis from the cattle of the District, both in the interest of a wholesome milk supply and as a demonstration of what could be accomplished by certain methods of dealing with the disease. A co-operative arrangement was entered into with the Commissioners of the District, whereby all the cattle of the District were tested with tuberculin and those that reacted were slaughtered under inspection. Condemned cattle were appraised before slaughter, and reimbursement was made to the owners from Department funds on a scale depending upon

the result of post-mortem examination.

"Over 18 per cent. of the cattle in the District gave reactions to the tuberculin test, and in 98½ per cent. of these the lesions of tuberculosis were demonstrated on post-mortem examination. All new cattle brought into the District have to be submitted to the tuberculin test, and it is also proposed to retest the herds at intervals so as to detect any cases that may have developed since the first test.

"As a result of this work the cattle of the District are already practically free from tuberculosis, and it is believed that by continuing the retests for a reasonable time the disease will be completely eradicated from the cattle of the District. Co-operation has also been extended to the States of Maryland and Virginia in applying the tuberculin test to cattle in those States."

The efficiency of the serum treatment for the prevention of hog cholera, devised by the Bureau of Animal Industry, was strikingly demonstrated in a test at Kansas City. Thirty-five pigs were placed in a pen together, of which 4 had been inoculated with virulent hog-cholera blood, 22 injected with the preventive serum, and 9 not treated. The 4 and the 9 died of hog cholera, while the 22 remained well.

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Futures Strong—Hog Receipts Fairly Liberal**  
**—Product Around a Manufacturing Basis**  
**—Cash Trade Continues Quiet—"Shorts"**  
**Large Buyers—Sentiment Somewhat Improved as a Result of Monthly Stocks.**

Activity and excitement were not lacking in the future market during the week, and it was evident that the over-sold condition of the market was largely the cause of the rapidity of the advance and the extent of the same. For several months it has been the by-word among grain speculators, and throughout the general commission-house clientele to sell provisions, as everything pointed to a lower range of values—abundance of hogs and cheap feeding costs—and as a result of this confidence a short interest of no mean proportions was built up. Incidentally sentiment also became more bearish as prices declined, but as usual, when the general public became aware of the situation and newspapers took up the agitation relative to the cost of living with greater vigor than ever before, prices were practically at their low levels, and have since been advancing irregularly, until for the past several days when the up-turn was quite decided. The gain, however, was not totally unexpected, as well-informed authorities have recently been inclined to predict that as January product was selling at a price discounting much lower hog values than were prevailing, a re-adjustment was essential and inevitable as the time for delivery approached. For a time the prices of hogs did act as if the low levels on product might be maintained, but recently a turn has come in the situation,

and the hog market has shown a better undertone. The fact that the advance in futures was brought about despite the liberal movement of hogs—in fact hog movement for the first time this season exceeded last year's—caused considerable comment, and tended to make the advance all the more impressive. Shorts were alarmed rather suddenly, owing to the prospects of obtaining available supplies out of hogs for January delivery, and the selling by packing interests, which heretofore was so noticeable on the advances that it really was a foregone conclusion, was almost entirely missing. This was especially true as regards the larger interests, and while at times it was said that offerings emanated from this source, it was the general opinion that their purchases exceeded their sales. It was also evident that offerings were limited, with longs the principal sellers.

Sentiment seems to show quite a little improvement, and less pessimistic talk is heard. Those bearishly inclined seem to be more conservative in their views, and no doubt the fact that stocks are less than last year, with the exception of lard, and prices 2½c. per lb. lower, is encouraging buyers and adding to the somewhat more settled undertone. Cash trade, however, is only fair at the best, while investment buying, at the same time, is also of only small proportions. The hog movement is expected to continue on a liberal basis for several weeks, and this factor seems to be the one that is discouraging bull operations, for the present. It would seemingly depend on how the hogs are absorbed by packing interests, however, as during the past week lower prices were generally caused at the outset of the session by the liberal hog re-

ceipts, but before the end of the session the demand was of large enough proportions so that the hogs were well absorbed.

Chicago provision stocks during the month of November, while not having a decided effect on market prices, were encouragingly regarded. This was in spite of the fact that all meat products for the month showed an increase, but as such an increase was scored while cash trade was small and sentiment was against values, the statement was not considered as unfavorable.

Chicago provision stocks:

	Nov. 30, 1910.	Oct. 31, 1910.	Nov. 30, 1909.
Pork, new, bbls. ....	.....	.....	3,575
Pork, old, bbls. ....	5,545	8,768	18,218
Pork, other, bbls. ....	33,890	29,026	18,997
Lard, regular, tes. ....	22,685	30,104	4,912
Lard, other, tes. ....	9,047	6,605	10,107
Short ribs, lbs. ....	1,120,445	1,953,884	1,477,850
Total meats, lbs. ....	50,744,246	45,967,022	43,006,725
All products, lbs. ....	69,066,000	65,629,000	55,483,000

World's lard stocks, according to Fairbanks' statement:

	Dec. 1, 1910.	Nov. 1, 1910.	Dec. 1, 1909.
Principal European ports. ....	28,850	44,950	26,200
Afloat for Europe. ....	35,000	35,000	45,000
Principal American cities. ....	42,347	44,828	24,347
Total, tierces. ....	106,197	124,778	95,747

For a time products were on a manufacturing basis, but the late advance in hog prices has again shut out the possibilities of manufacturing stuff and delivering it in January. There are still, however, more than six weeks for a correct basis to be re-established, and although it is improbable that speculative shorts will care to wait that long

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## LARD AND REFINING COMPANY

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**Wilcox and Globe Brand**

**PURE  
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 LARD**



before evening up, if manufacturers intended delivery, it is reasonable to expect that they would take advantage of each day. However, it is generally thought that the situation will be cleared before the new year has advanced very far, and that a better understanding will prevail by that time, between consuming interests and holders of hogs.

Packing hogs for the past week were given at 500,000 against 470,000 last week, 555,000 a year ago and 825,000 two years ago.

**BEEF.**—The better tone in hogs is responsible for the improved undertone. Family, \$18.50@19.50; mess, \$14@15; extra Indian mess, \$30@30.50.

**PORK.**—Advance scored in the West, offset increased run of hogs. Demand, however, is quiet. Mess is quoted at \$19.50; clear, \$21@22.50, and family, \$23.50@25.

**LARD.**—Higher hogs and a slightly better demand cause a better undertone the past several days. City steam, \$9.75@10; Western, \$10.30; Middle West, \$10.25; Continent, \$10.60; South American, \$11.50; Brazil, kegs, \$12.50; compound, 8½@9c.

#### SEE PAGE 30 FOR FRIDAY'S MARKETS.

#### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, Dec. 7, 1910:

**BACON.**—Abo, Russia, 1,498 lbs.; Christiania, Norway, 3,214 lbs.; Caibarien, Cuba, 9,500 lbs.; Cristobal, Panama, 4,498 lbs.; Drontheim, Norway, 89,413 lbs.; Glasgow, Scotland, 65,295 lbs.; Hango, Russia, 28,470 lbs.; Havana, Cuba, 15,500 lbs.; Hamilton,

W. I., 3,357 lbs.; Hull, England, 25,444 lbs.; Kingston, W. I., 1,237 lbs.; Liverpool, England, 804,510 lbs.; London, England, 44,475 lbs.; Manila, P. I., 405 lbs.; Preston, England, 27,411 lbs.; Para, Brazil, 7,627 lbs.; Port of Spain, W. I., 15,200 lbs.; Rotterdam, Holland, 3,413 lbs.; Santiago, Cuba, 2,750 lbs.; Southampton, England, 3,001 lbs.; St. Thomas, W. I., 495 lbs.; Stockholm, Sweden, 134,195 lbs.

**HAMS.**—Antwerp, Belgium, 63,900 lbs.; Barbados, W. I., 15,852 lbs.; Colon, Panama, 5,208 lbs.; Caibarien, Cuba, 1,250 lbs.; Callao, Peru, 1,584 lbs.; Copenhagen, Denmark, 5,322 lbs.; Cristobal, Panama, 5,236 lbs.; Ciudad Bolivar, Venezuela, 644 lbs.; Demerara, Br. Guiana, 10,098 lbs.; Genoa, Italy, 15,973 lbs.; Glasgow, Scotland, 356,423 lbs.; Guayaquil, Ecuador, 694 lbs.; Hull, England, 173,825 lbs.; Havana, Cuba, 50,534 lbs.; Hamilton, W. I., 8,719 lbs.; Kingston, W. I., 16,575 lbs.; La Guaira, Venezuela, 9,777 lbs.; Liverpool, England, 870,736 lbs.; London, England, 46,093 lbs.; Manchester, England, 6,051 lbs.; Martinique, W. I., 17,641 lbs.; Preston, England, 12,075 lbs.; Paramaribo, Dutch Guiana, 12,588 lbs.; Port Limon, C. R., 1,966 lbs.; Port of Spain, W. I., 13,522 lbs.; Santiago, Cuba, 19,161 lbs.; Southampton, England, 36,218 lbs.; St. Thomas, W. I., 8,879 lbs.; Stockton, England, 2,747 lbs.; Tampico, Mexico, 1,402 lbs.; Vera Cruz, Mexico, 2,024 lbs.

**LARD.**—Aarhus, Norway, 61,061 lbs.; Arica, Chili, 10,016 lbs.; Accra, 4,204 lbs.; Algoa Bay, Africa, 48,040 lbs.; Amsterdam, Holland, 7,500 lbs.; Antwerp, Belgium, 344,811 lbs.; Barbados, W. I., 14,876 lbs.; Bergen, Norway, 11,100 lbs.; Beira, Africa, 9,359 lbs.; Buenaventura, Colombia, 2,160 lbs.; Buenos

Aires, A. R., 6,920 lbs.; Bari, Italy, 14,000 lbs.; Bremen, Germany, 6,000 lbs.; Caracas, Venezuela, 10,215; Cartagena, Venezuela, 24,693 lbs.; Colon, Panama, 27,004 lbs.; Callao, Peru, 6,700 lbs.; Copenhagen, Denmark, 294,728 lbs.; Christiania, Norway, 34,500 lbs.; Cristobal, Panama, 2,550 lbs.; Caibarien, Cuba, 50,220 lbs.; Drammen, Norway, 5,500 lbs.; Demerara, British Guiana, 11,000 lbs.; Drontheim, Norway, 9,450 lbs.; Gibraltar, Spain, 12,800 lbs.; Glasgow, Scotland, 228,753 lbs.; Guayaquil, Ecuador, 11,864 lbs.; Havana, Cuba, 44,947 lbs.; Hamilton, W. I., 5,107 lbs.; Hamburg, Germany, 103,320 lbs.; Helsingfors, Finland, 11,000 lbs.; Havre, France, 18,880 lbs.; Koenigsberg, Norway, 37,600 lbs.; Kingston, W. I., 1,500 lbs.; Liverpool, England, 774,583 lbs.; London, England, 136,150 lbs.; Martinique, W. I., 1,800 lbs.; Malmö, Sweden, 30,818 lbs.; Manila, P. I., 2,000 lbs.; Manchester, England, 124,600 lbs.; Newcastle, England, 35,000 lbs.; Nipe Bay, Cuba, 3,190 lbs.; Naples, Italy, 10,800 lbs.; Preston, England, 61,866 lbs.; Port Limon, C. R., 3,100 lbs.; Para, Brazil, 3,920 lbs.; Punta Arenas, Chile, 1,725 lbs.; Port of Spain, W. I., 59,023 lbs.; Rotterdam, Holland, 226,606 lbs.; Riga, Russia, 13,781 lbs.; Santiago, Cuba, 66,239 lbs.; Stavanger, Norway, 17,500 lbs.; Stettin, Germany, 309,500 lbs.; Southampton, England, 37,250 lbs.; St. Thomas, W. I., 9,715 lbs.; Tumaco, Colombia, 7,590 lbs.; Veili, Denmark, 10,500 lbs.; Vera Cruz, Mexico, 4,286 lbs.; West Hartlepool, England, 67,536 lbs.; Wiborg, Russia, 5,500 lbs.

**LARD OIL.**—Algoa Bay, Africa, 500 gals.; Genoa, Italy, 20 bbls.; Hamburg, Germany, 25 bbls.

(Continued on next page.)

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Saturday, Dec. 3, 1910, as shown by Williams & Terhune's report are as follows:

Steamer and Destination.	Oil Cake. Bbls.	Cottonseed Oil Bbls.	Bacon and Cheese.		Beef. Pkgs.	Pork. Bbls.	Lard. Tcs. and Pkgs.	
			Hams. Boxes.	Tallow. Pkgs.				
Baltic, Liverpool .....			201	2806	132	284	636	6481
Mauretania, Liverpool .....			184	1087	45		363	900
*Minnewaska, London .....				104	46		225	5100
*New York, Southampton .....				519			150	2600
Oceanic, Southampton .....				368				
Thespis, Manchester .....				10				100
*Bristol City, Bristol .....					50			1650
*Furnessia, Glasgow .....		200		452		50	95	275
Ryndam, Rotterdam .....	8660			50			575	4210
Marina, Antwerp .....	11296							
Kroonland, Antwerp .....				88	25	180	285	4899
Kronprinz Wilhelm, Bremen .....					100			
Breslau, Bremen .....	1050				80			100
C. F. Tietgen, Baltic .....		200		5	50		361	650
Caroline, Havre .....	6116							
Chicago, Havre .....		445						
Perugia, Mediterranean .....		1075						
San Giorgio, Mediterranean .....							10	75
Romanic, Mediterranean .....		700		25	25			650
Alice, Mediterranean .....		4179						530
Total .....	27122	6799	385	5514	553	514	2700	28220
Last week .....	19535	5628	705	3936	411	1265	322	21486
Same time in 1909 .....	32444	3425	375	5222	65	896	451	28324

\*Cargo estimated by steamship company.

### WE WANT YOUR COMMISSION BUSINESS SHANNON BROTHERS COMPANY, Inc.

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### ADLER & OBERNDORF, Inc.

UNION STOCK YARDS, CHICAGO, ILL.  
BUYERS OF **TALLOW AND GREASE**  
ALL GRADES  
PLACE YOUR OFFERINGS BEFORE US

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending Dec. 3, 1910, with comparative tables:

To—	PORK. BBLs.		From Nov. 1, to Dec. 3, 1910.
	Week Dec. 3, 1910.	Week Dec. 4, 1909.	
United Kingdom .....	673	828	1,664
Continent .....	180	76	1,155
So. & Cen. Am. .....	694	433	1,915
West Indies .....	1,312	1,188	4,722
Br. No. Am. Col. .....	495	15	1,369
Other countries .....		24	81
Total .....	3,354	2,564	10,851
MEATS, LBS.			
United Kingdom .....	6,078,475	8,589,650	23,690,485
Continent .....	140,575	477,125	1,106,200
So. & Cen. Am. .....	193,725	194,400	740,000
West Indies .....	351,475	363,775	1,470,015
Br. No. Am. Col. .....	7,600	12,850	26,800
Other countries .....	1,200	24,800	12,775
Total .....	6,773,050	9,662,620	27,046,275
LARD, LBS.			
United Kingdom .....	5,282,592	4,520,709	18,984,925
Continent .....	1,686,100	1,868,300	8,290,590
So. & Cen. Am. .....	559,800	409,100	1,812,500
West Indies .....	1,574,800	996,400	5,136,100
Br. No. Am. Col. .....		5,450	20,185
Other countries .....		53,450	214,600
Total .....	9,103,292	7,853,409	34,459,200

RECAPITULATION OF THE WEEK'S EXPORTS.			
	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	2,180	3,329,425	5,463,650
Boston .....	80	975,125	1,071,742
Philadelphia .....	47	276,000	377,000
Baltimore .....			36,800
New Orleans .....	860	177,000	784,000
Galveston .....		7,000	152,000
Montreal .....		372,000	724,000
Total week .....	3,354	6,773,050	9,103,292
Previous week .....	1,532	5,702,240	5,648,765
Two weeks ago .....	1,894	5,284,785	7,540,060
Cor. week last y'r .....	2,564	9,662,600	7,853,409

COMPARATIVE SUMMARY OF EXPORTS.			
	From Nov. 1, 1910, to Dec. 9, 1910.	Same time last year.	Decrease.
Pork, lbs. ....	2,172,200	2,514,200	343,000
Meats, lbs. ....	27,046,275	39,988,040	12,941,765
Lard, lbs. ....	34,459,200	36,251,561	1,792,361

#### OCEAN FREIGHTS.

	Liverpool, Per Ton.	Glasgow, Per Ton.	Hamburg, Per 100 lbs.
Beef, per tierce .....	15/	15/	@24c.
Oil Cake .....	7/6	10c.	@11c.
Bacon .....	15/	15/	@24c.
Lard, tierce .....	15/	15/	@24c.
Cheese .....	20/	25/	@48c.
Canned meats .....	15/	15/	@24c.
Butter .....	25/	30/	@48c.
Tallow .....	15/	15/	@24c.
Pork, per barrel .....	15/	15/	@24c.



# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—A somewhat steadier undertone prevailed in the tallow market during the past week, and although no advance was recorded in prices, the feeling was that the situation was healthier as a result of the recent setback. The fact that hogs were higher, and that provision markets in general were strong, doubtless was, to a large extent, accountable for the improved sentiment, but it is evident that, aside from the agitation against high prices, underlying conditions are rather favorable. Stocks are not heavy, and are not expected to increase, as it is said that manufacturers are sold in many instances through January and into February. At the recent low level there has been quite a little buying by consumers, who are anticipating a demand at the beginning of the new year, and who are inclined to purchase prior to this. Whether or not this demand materializes will depend largely upon the run of cattle during the interval, and as this year has proved an exception to many others in numerous causes, there is little desire to make predictions. Spot stuff is commanding premiums, however, and this in itself is an indication of light supplies existing.

Abroad the situation shows but little change, with cable advices received relative to prices rather mixed. The Produce Exchange cable was to the effect that at the last sale held 775 casks were offered, of which 75 per cent. were sold at unchanged prices. Private authorities, however, stated that values were unchanged to 6d. lower.

Quotations: City tallow, prime, 7½¢. in lhd.; country, as to quality and packages, 7½¢@8½¢; specials, 8½¢. nom. tes.

**STEARINE.**—A quiet trade is the best that can be reported at present, and this, in view of the unsettled and irregular fluctuations in lard, is not surprising. Compound is not selling freely, and while the undertone has improved somewhat, buyers are still reluctant. Stocks, as a rule, are moderate, but the continued decline experienced tends to make buyers cautious, whereas the large decline recently experienced is just the fact that encourages the belief, in some quarters, of an improved situation in the near future. Toward the close of the week there were sales at the west of about 800,000 lbs. at 9c., which had an unsettling effect in local circles.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

**COCOANUT OIL.**—Fewer offerings in face of a light demand are directly accountable for the easier undertone. Quotations: Cochín, spot, 10½¢@10¾¢; December shipment, 10¼¢@10½¢; Ceylon, spot, 9¾¢@9½¢; shipment, 9¼¢@9½¢. for December and February.

**PALM OIL.**—Trade is quiet, with prices steady. Demand on one hand is missing, which is offset by light supplies. Prices in New York are: Prime red, spot, 7¼¢@7½¢; do. to arrive, 7¼¢; Lagos, spot, 8¼¢; do. to arrive, 8c.; palm kernels, 9¢@9¼¢; to arrive, 9c.

**CORN OIL.**—Large interests are maintaining prices. Prices are quoted at \$7@7.10.

**NEATSFOOT OIL.**—Although demand is small, from home and abroad, absence of supplies prevents pressure. Quotations: For 20 cold test, 95c.; 30 do., 86c.; 40 do., water white, 82c.; prime, 69¢@70c.; low grade off yellow, 63c.

**LARD OIL.**—Supplies are very light. Prices are quoted at \$1.

**OLEO OIL.**—Little change is noted in the situation. New York quotes extras 10½¢.

**LARD STEARINE.**—An absence of important demand is the most conspicuous feature. Prices are quoted at 11½¢.

**SOYA BEAN OIL.**—Prices were shaded in absence of demand. This is naturally the dull season, however. On the other hand, crop prospects are good. Spot is quoted at 7½¢@7¾¢; to arrive, 7¼¢@7½¢.

**GREASE.**—Pressers are not buying, and, as other oils are unsettled, price concessions are natural. Quotations in New York: Yellow, 6½¢@6¾¢; bone, 6¼¢@7¼¢; house, 6¢@6¾¢; "B" and "A" white, 7¢@7½¢, nominal.

**GREASE STEARINE.**—The downward tendency of other oils is reflected in this product. Yellow, 6½¢@6¾¢, and white at 7¼¢@7½¢.

### EXPORTS OF HOG PRODUCTS.

(Continued from preceding page.)

**PORK.**—Barbados, W. I., 55 bbls., 6 tes.; Colon, Panama, 30 bbls.; Cristobal, Panama, 15 bbls.; Glasgow, Scotland, 75 bbls.; Hamburg, Germany, 50 bbls.; Hamilton, W. I., 14 bbls.; Kingston, W. I., 104 bbls.; Liverpool, England, 100 bbls.; Martinique, W. I., 16 bbls.; Newcastle, England, 75 bbls.; Paramaribo, Dutch Guiana, 445 bbls.; Port of Spain, W. I., 51 bbls.; St. Thomas, W. I., 14 bbls.

**SAUSAGE.**—Antwerp, Belgium, 75 pa.; Colon, Panama, 66 pa.; Cristobal, Panama, 40 pgs.; London, England, 40 bxs.

### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, Dec. 7, 1910.

**BEEF.**—Adelaide, Australia, 9 bbls.; Accra, 50 bbls.; Algoa Bay, Africa, 13 bbls.; Antwerp, Belgium, 120 bbls.; Arendal, Norway, 25 tes.; Bremen, Germany, 105 bbls.; Bremerhaven, Germany, 50 bbls.; Barbados, W. I., 239 bbls.; Bergen, Norway, 75 bbls.; Clunde, 18 bbls.; Christiania, Norway, 50 bbls., 25

tes.; Copenhagen, Denmark, 35 bbls.; Cristobal, Panama, 31,943 lbs., 30 bbls.; Colon, Panama, 121,392 lbs., 30 bbls.; Demerara, British Guiana, 85 bbls.; Glasgow, Scotland, 30 bbls.; Hull, England, 15 bbls.; Hamburg, Germany, 40 bbls., 3,000 lbs.; Hamilton, W. I., 26,889 lbs., 44 bbls., 6 tes.; Kingston, W. I., 40 bbls., 10 tes.; Liverpool, England, 25 bbls., 150 tes.; London, England, 460,051 lbs.; Martinique, W. I., 21 bbls.; Paramaribo, Dutch Guiana, 456 bbls.; Port Limon, C. R., 50 bbls., 10 tes.; Port of Spain, W. I., 50 tes.; St. Thomas, W. I., 31 bbls.; Southampton, England, 676,718 lbs.

**OLEO OIL.**—Antwerp, Belgium, 100 tes.; Bergen, Norway, 285 tes.; Christiansand, Norway, 35 tes.; Copenhagen, Denmark, 370 tes.; Christiania, Norway, 510 tes.; Constantinople, Turkey, 75 tes.; Dronheim, Norway, 50 tes.; Drammen, Norway, 70 tes.; Dedegatch, Turkey, 25 tes.; Frederickshald, Norway, 140 tes.; Gothenberg, Sweden, 210 tes.; Glasgow, Scotland, 25 tes.; Hamburg, Germany, 565 tes.; Havana, Cuba, 10 tes.; Kolding, Denmark, 70 tes.; Liverpool, England, 130 tes.; London, England, 225 tes.; Piraeus, Greece, 127 tes.; Rotterdam, Holland, 2,245 tes.; Stavanger, Norway, 105 tes.; Stockholm, Sweden, 140 tes.; Smyrna, Turkey, 65 tes.; Tonsberg, Norway, 110 tes. From Baltimore to Bremerhaven, Germany, 300 tes.

**OLEOMARGARINE.**—Barbados, W. I., 22,075 lbs.; Colon, Panama, 4,400 lbs.; Cristobal, Panama, 10,200 lbs.; Demerara, British Guiana, 5,000 lbs.; Hamilton, W. I., 1,460 lbs.; Martinique, W. I., 9,500 lbs.; Preston, England, 8,377 lbs.; Paramaribo, Dutch Guiana, 3,000 lbs.; Port Limon, C. R., 2,970 lbs.; St. Thomas, W. I., 2,450 lbs.

**TALLOW.**—Barbados, W. I., 2,175 lbs.; Callao, Peru, 3,639 lbs.

**TALLOW OIL.**—Hamburg, Germany, 10 bbls.

**TONGUE.**—Antwerp, Belgium, 25 pa.; Copenhagen, Denmark, 15 bbls.; Gothenberg, Sweden, 25 bbls.; Hamburg, Germany, 15 bbls.; Liverpool, England, 464 pa., 20 tes.; Port Limon, C. R., 5 bbls.

**CANNED MEAT.**—Algoa Bay, Africa, 745 pa.; Adelaide, Australia, 40 cs.; Amsterdam, Holland, 150 cs.; Antwerp, Belgium, 225 cs.; Beira, Africa, 88 pgs.; Batavia, Java, 72 cs.; Barbados, W. I., 82 cs.; Calcutta, India, 24 cs.; Caibarien, Cuba, 20 pa.; Callao, Peru, 40 cs.; Cristobal, Panama, 345 pgs.; Ciudad Bolivar, Venezuela, 30 pa.; Demerara, British Guiana, 93 cs.; Hull, England, 539 cs.; La Guiana, Venezuela, 12 pa.; Liverpool, England, 585 cs.; London, England, 1,150 cs.; Manila, P. I., 30 pa.; Manchester, England, 1,241 cs.; Newcastle, Eng., 50 cs.; Paramaribo, Dutch Guiana, 132 cs.; Preston, England, 17 pa.; St. Thomas, W. I., 37 cs.; Vera Cruz, Mexico, 14 pa.

# SOYA BEAN OIL

## AND ALL SOAP MATERIALS

# WELCH, HOLME & CLARK CO.

## 383 West St., New York

## COTTON OIL CABLE MARKETS

## Hamburg.

(By Cable to The National Provisioner.)

Hamburg, Dec. 8.—Market very dull. Quotations: Prime summer yellow, 69¾ marks; choice summer white, 73¼ marks; summer yellow, 68 marks.

## Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, Dec. 8.—Market easy. Quotations: Prime summer yellow, 40½ florins; choice summer white, 42¼ florins; choice butter oil, 42 florins.

## Antwerp.

(By Cable to The National Provisioner.)

Antwerp, Dec. 8.—Market dull. Quotations: Summer yellow, 83¼ francs.

## Marseilles.

(By Cable to The National Provisioner.)

Marseilles, Dec. 8.—Market easy. Quotations: Prime summer yellow, 85½ francs; prime winter yellow, 92¼ francs; choice summer white, 89½ francs.

## PRODUCE EXCHANGE NOTES.

J. R. Chamberlain, a prominent crude oil man, of Wilson, N. C., was a visitor on 'Change during the past week, along with T. N. Bridgens, a business associate.

Memberships on the Exchange have been inactive for several weeks past, and are quoted at \$400 bid and \$425 asked. Notwithstanding the apathy prevailing, and the slow, sagging tendency noted in prices, sentiment is optimistic relative to the future value of these certificates.

The Christmas entertainment, which has been a source of much joy to the poorer classes of children and families in general in the neighborhood of the Produce Exchange, is already being discussed among the members. Unless present plans miscarry, preparations now being made promise to exceed the successful outcome of the past celebrations.

James A. Patten, the noted wheat operator, of Chicago, has been in this city for several days past, but evidently on more or less of a pleasure trip, as his operations at present in the speculative markets are not important.

Among other visitors on the Exchange were J. Graham Gown, of New Zealand; T. G. O'Brien, a prominent provision man of Chicago, and J. T. Havens of the same city.

Commencing December 15, 1910, the calls in the cottonseed oil future market will be held at different intervals than heretofore. The change was made for the sake of convenience, and hereafter calls will be made at 11 a. m., 11.45 a. m., 2 p. m., and 2.45 p. m. On Saturday the time will be at 11 a. m. and 11.45 a. m.

A cable just received announces the election of Alfred Bigland as a member of the British Parliament. Mr. Bigland is senior member of the firm of Bigland, Sons & Jeffreys, of Liverpool, one of the principal traders in tallow and kindred soap greases.

J. G. Gash, general sales manager of the American Cotton Oil Company, has been away

# Louisville Cotton Oil Co.



LOUISVILLE BUTTER OIL  
PROGRESS BUTTER OIL  
PROGRESS COOKING OIL  
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## LICENSED AND BONDED COTTON SEED OIL WAREHOUSE

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the past two weeks on one of his usual business trips throughout the South and West. He is expected to be at his desk again on December 16.

## ST. JOSEPH LIVESTOCK REPORT.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., Dec. 6.

Prices to-day are 10 to 15 cents lower than at the close last week, and about the same as two weeks ago. The bulk of the steers coming to this market are grades that are coming good enough to get above the latter price. There are no Christmas beeves coming to this market at this time. "She" stock has come in for a sharp decline in prices this week, and sales are 15 to 20 cents lower for all kinds than at the close last week, with the bulk of fat cows and heifers selling at \$3.75 to \$4.50, while canners and cutters are going at \$3.00 to \$3.60.

This week has brought about an activity in the demand for hogs that has given the selling interest a big advantage, and prices have been advancing rapidly until to-day they are 35 to 40 cents higher than one week ago. The tops to-day sold at \$7.55, and the bulk at \$7.40 to \$7.50.

The sheep market is in a see-saw stage at present, and it does not seem to take much of a run to start prices to breaking. They were higher last week, but have lost more in two days this week than the entire gain of last week. It would require prime lambs to bring \$6.50 and the best yearlings, perhaps, sell at \$5.30.

## GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, Dec. 7.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 11¼c.; 10@12 lbs. ave., 11c.; 12@14 lbs. ave., 10¾c.; 14@16 lbs. ave., 10½c.; 18@20 lbs. ave., 10¼c. Sweet pickled, 8@10 lbs. ave., 12¼c.; 10@12 lbs. ave., 12c.; 12@14 lbs. ave., 11¼c.; 14@16 lbs. ave., 11c.; 18@20 lbs. ave., 10¾c.

Skinny Hams—Green, 14@16 lbs. ave., 11¼c.; 16@18 lbs. ave., 11¾c.; 18@20 lbs. ave., 11½c.; 22@24 lbs. ave., 11c. Sweet pickled, 14@16 lbs. ave., 10¾c.; 16@18 lbs. ave., 10½c.; 18@20 lbs. ave., 10¼c.; 22@24 lbs. ave., 10¼c.

New York Shoulders—Green, 10@12 lbs. ave., 10c. Sweet pickled, 10¼c.

Picnic Hams—Green, 5@6 lbs. ave., 9¼c.; 6@8 lbs. ave., 9¼c.; 8@10 lbs. ave., 9c.; 10@12 lbs. ave., 8¾c. Sweet pickled, 5@6 lbs. ave., 9¾c.; 6@8 lbs. ave., 9½c.; 8@10 lbs. ave., 9¼c.; 10@12 lbs. ave., 9¼c.

Clear Bellies—Green, 6@8 lbs. ave., 14c.; 8@10 lbs. ave., 13¼c.; 10@12 lbs. ave., 13c.; 12@14 lbs. ave., 12½c. Sweet pickled, 6@8 lbs. ave., 15c.; 8@10 lbs. ave., 14c.; 10@12 lbs. ave., 13c.; 12@14 lbs. ave., 12¼c.

## CHICAGO FERTILIZER MARKET.

(Special Letter to The National Provisioner from Sterne &amp; Son Co.)

Chicago, Dec. 7.

In the ammoniate market there is reported rather more doing at the lower values now asked for prompt shipment, with blood at \$3.15, and tankage at \$2.85 and 10c. for prompt or December shipment. January shipment is held at 5c. higher. (Complete quotations on page 37.)

IF OUR  
LABORATORY  
HAS HAD  
THE SAMPLE

THEN  
YOU  
KNOW

WHAT'S  
WHAT

THAT'S  
WHAT!

TRY IT  
STERNE & SONS CO.  
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LABORATORY  
CHICAGO  
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# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

**Futures Firmer—Crude Also Rallies—Better Consuming Demand at the Decline—Cotton Ginning Report Without Much Effect—Tendency to Await the Government Cotton Estimate.**

While the advance in the cottonseed oil market during the past week has not been phenomenally large, and came about untended by excitement, the causes for it were none the less important. The better undertone manifest was a sudden reversal from a continued downward tendency, and while there have been rallies before this one, only to be followed by declines, it cannot be denied that the technical position of the market was all the more improved, as a result of the irregularity. During the last several days, a gradually hardening tendency has been noted, with interests who have been consistently hammering values inclined to be more conservative, and they, in fact, were buyers at levels not far from the high point established.

The stimulus toward the demand was given by the South, inasmuch as when refining and soap-making interests bid for crude, they were unable to obtain substantial lots except at good advances. The attitude of the mills has been a very firm one, but rather unsuccessful, with the bearish conditions prevailing in the consuming trade tending to offset the bullish factors at the South. The strength that the cotton market has been exhibiting, reflecting confidence in a moderate crop at the best, has not alarmed consumers about prospective requirements,

and in fact they were more disposed to observe the continually declining values in lard circles. They, therefore, were disposed to buy in only a hand-to-mouth manner, notwithstanding the fact that they were paying all sorts of fancy prices at the beginning of the season to obtain oil for immediate use. In the meantime ginning of cotton was progressing rapidly, and oil was being produced, and as a result, mills while vainly endeavoring to hold prices, repeatedly found an accumulation after several weeks of holding and quietness. It was in disposing of this accumulation that pressure was caused, but it is significant that just such a period has passed, and with prices a week ago at the low levels of the season, and instead of further liquidation, mills disposed of holdings at better levels. It is well known that the cost of seed has been large this year, and many mills are unable to sell at a satisfactory figure, but on the other hand, others were compelled to by the force of financial conditions. It is natural, therefore, to expect that as soon as "distress" holdings are taken care of the attitude of the South will receive more consideration, as many of the large mills are known to be financially strong and it is believed that if the government cotton crop estimate is bullish, independence shown by mills of the South would be more pronounced than heretofore.

The government's estimate on ginning was issued on Thursday morning, and was somewhat more than expected, showing 10,139,986 bales ginned to Dec. 1 against 8,876,866 bales last year and 11,008,660 bales two years ago. The ginning for the period, Nov. 14

to Dec. 1, was placed at 1,375,845 bales against 764,000 bales last year, and 1,412,852 bales two years ago. The percentage ginned at this time last year was 88.1 per cent. of the total crop, and the average of the last five years has been 81.5 per cent. This season, however, there seems to be a decided difference of opinion relative to the amount unpicked, and it is this diversity that tends to increase the uncertainty relative to what the government will indicate as a probable crop outturn. Bulls in the cotton market have been insistently claiming, according to their advices received from the South, that the amount of ginning will represent fully 90 to 95 per cent. of the crop, while the bears are stubbornly maintaining that the movement of cotton alone would, in a large measure, discredit the assertions made by bulls, and their opinion is that the total amount ginned will amount to, at the most, 85 per cent. of the crop.

In the meantime, further crop estimates have been submitted, but these have varied as greatly as those received prior to the frost damage at the end of October. The Mercantile Cotton Crop Reporting Corporation issued final figures which were under eleven million bales, a prominent oil concern received replies from over seven hundred oil mills, and on the basis of these calculations a crop of only 10,728,000 bales was indicated, exclusive of linters. On the other hand a local crop expert, after numerous replies from correspondents, figured that the final outturn will be slightly over twelve million

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bales, exclusive of linters, with other estimates received showing discrepancies fully as large as those noted.

It is still a matter of opinion, however, just how much effect a bullish report will have on the consuming interests, and also the effect of a bearish one on the holders at the South. Foreign interest, in the meantime, are just as cautious as home consumers, about loading up with oil, and have only bought ahead as far as orders were necessary. During the past week, however, a better inquiry was reported from Italy, it being said that their stocks were fairly well exhausted and that replenishment was needed. Houses with cotton connections have also bought moderately of the late months; with the West showing just a slight improvement as far as activity is concerned.

(See page 39 for the government report and its effect on the market.)

Closing prices: Saturday, Dec. 3.—Spot, \$6.85@7; December, \$6.88@6.90; January, \$6.93@6.94; February, \$6.95@7; March, \$7.04@7.06; April, \$7.07@7.12; May, \$7.16@7.17; July, 7.25@7.26; good off, \$6.70@6.90; off, \$6.65@6.90; winter, 7.25@8; summer, \$7@7.80. Sales were: December, 1,800, \$6.86@6.90; January, 600, \$6.94; March, 2,100, \$7.03@7.05; May, 1,400, \$7.15@7.16; July, 500, \$7.25. Futures closed unchanged to 5 decline. Total sales, 6,400. Prime crude S. E., December, 43½@44½c.

Monday, Dec. 5.—Spot, \$6.96@7.25; December, \$6.96@6.99; January, \$7.01@7.04; February, \$7.05@7.09; March, \$7.15@7.16; April, \$7.17@7.22; May, \$7.22@7.23; July, 7.31@7.33; good off, \$6.70@6.95; off, \$6.65@6.90; winter, \$7.25@8; summer, \$7.20@7.90. Sales were: December, 500, \$6.90@6.94; January, 2,300, \$6.93@7.01; March, 3,500, \$7.05@7.16; May, 3,100, \$7.18@7.23; July, 900, \$7.29@7.32. Futures closed 6 to 11 advance. Total sales, 10,300. Prime crude S. E., December, 45c.

Tuesday, Dec. 6.—Spot, \$6.95@7.02; December, \$6.95@6.97; January, \$7.03@7.04; February, \$7.05@7.14; March, \$7.16@7.17; April, \$7.17@7.22; May, 7.23@7.24; July, \$7.32@7.34; good off, \$6.65@6.90; off, \$6.60@6.85; winter, \$7.10@7.90; summer, \$7.10@7.80. Sales were: December, 1,300, \$6.93@6.98; January, 1,500, \$7.01@7.06; March, 2,100, \$7.14@7.18; May, 4,000, \$7.22@7.25; July, 900, \$7.32@7.35. Futures closed in decline to 2 advance. Total sales, 9,700. Prime crude S. E., December, 44@45c.

Wednesday, Dec. 7.—Spot, \$7.06@7.50; December, \$7.06@7.08; January, \$7.13@7.14; February, \$7.17@7.21; March, \$7.24@7.26; April, \$7.27@7.33; May, \$7.33@7.35; July, \$7.42@7.43; good off, \$6.75@7.10; off, \$6.65@7.05; winter, \$7.30@8; summer, \$7.10@7.60. Sales were: December, 100, \$7.06; January, 3,200, \$7.09@7.14; March, 3,100, \$7.19@7.27; April, 200, \$7.26; May, 2,600,

\$7.29@7.35; July, 1,400, \$7.39@7.40. Futures closed 8 to 12 advance. Total sales, 10,600. Prime crude S. E., December, 46c.

Thursday, Dec. 8.—Spot, \$7@7.15; December, \$6.98@7; January, \$7.03@7.05; February, \$7.06@7.12; March, \$7.13@7.15; April, \$7.13@7.18; May, \$7.23@7.24; July, \$7.33@7.34; good off, \$6.70@7; winter, \$6.65@6.95; summer, \$7.10@7.90. Sales were: December, 300, \$6.99; January, 2,700, \$7.03@7.07; March, 600, \$7.15@7.21; May, 400, \$7.24@7.31; July, 300, \$7.34@7.40. Futures closed barely steady, 8 to 14 decline. Total sales, 4,300. Prime crude S. E., 45@46c. prompt.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

### COTTONSEED OIL SITUATION.

(Special Report to The National Provisioner from Aspegren & Co.)

New York, Dec. 8.—Since our last report the market has acted in a nervous and unsettled way. In fact, we might say "acted like a ship without its helm." One day it was strong, and everything pointed to a great big advance, and then the next day all the good feeling disappears and then the reverse seems to be the case. This state of affairs is probably due to the entire lack of interest shown by outsiders, who refuse to take any stand until they learn what the government cotton estimate is going to be. Guesses on this subject have certainly been of the extreme character. Surrounding conditions, such as the lard and crude oil markets, have also tended to confuse. The domestic consumer, while not a heavy buyer, was still a fair buyer of all grades. The European markets showed absolutely no interest in cotton oil at all up to yesterday, when the north of Europe was reported as being a heavy taker of nearby deliveries.

The crude markets might be said to be in the same conditions as the refined market, sales being reported at \$5.87 and as high as \$6.13 all in one day. With the exception of the Valley, where soapmakers and packers were heavy buyers and at full prices, the other sections only reported sales of scattering tanks. On the whole the market is in such a position and surrounding conditions so mixed that it is almost impossible to venture an opinion as to what the market will do next.

### SOUTHERN MARKETS

#### Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., Dec. 8.—Crude cottonseed oil, 45½c. for any delivery. Meal steady at \$24.50, f. o. b. mills. Hulls strong at \$9.50, Atlanta, loose.

#### Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., Dec. 8.—Crude cottonseed oil, 45c. freely bid for any shipment; Carolina mills selling only sparingly.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 8.—Crude cottonseed oil easier, 45c. for Texas, 45½c. for Valley. Meal barely steady at \$28.75, long ton, ship's side, 8 per cent. ammonia. Cake \$27 sacked, \$26 loose, long ton, ship's side. Hulls less active, \$8.50 loose, \$10 sacked, New Orleans.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 8.—Cottonseed oil market very quiet; prime crude, 45c. bid for December, 46c. for January. Choice loose cake, \$26.25, f. o. b. Galveston.

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### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week up to Dec. 7, 1910, for the period since Sept. 1, 1910, and for the same period a year ago, were as follows:

Port	For week, 1910.	Since Sept. 1, 1910.	Same period, 1909-10.
From New York.			
Aalesund, Norway	—	—	50
Aberdeen, Scotland	—	75	—
Acajutla, Salvador	—	93	13
Alexandria, Egypt	15	62	516
Algiers, Algeria	—	48	748
Algon Bay, Cape Colony	26	37	60
Amapola, Honduras	5	5	—
Amsterdam, Holland	—	—	50
Ancona, Italy	—	150	706
Antigua, W. I.	—	95	—
Antwerp, Belgium	—	405	435
Arica, Chili	215	228	—
Asuncion, Venezuela	—	10	—
Auckland, New Zealand	—	—	113
Aux Cayes, Haiti	—	—	2
Azuay, W. I.	—	267	—
Bahia, Brazil	—	—	38
Barbados, W. I.	39	153	461
Barl, Italy	—	—	25
Beira, E. Africa	21	21	32
Belrut, Syria	—	150	—
Belfast, Ireland	—	—	25
Bergen, Norway	150	200	5
Bombay, India	—	7	—
Bordeaux, France	15	40	50
Braila, Roumania	—	150	340
Bremen, Germany	—	30	—
Bristol, England	—	25	—
Buenos Aires, A. R.	125	573	1,088
Bukharest, Roumania	400	400	—
Calabar, Cuba	5	5	9
Calo, Egypt	—	14	—
Cape Town, Cape Colony	—	82	294
Cartagena, Colombia	—	—	3
Carupano, Venezuela	—	10	4
Cayeane, Fr. Guiana	—	81	197
Christiania, Norway	250	500	1,080
Cienfuegos, Cuba	—	21	51
Ciudad Bolivar, Venezuela	—	610	710
Colon, Panama	138	610	6,020
Constantinople, Turkey	175	4,462	480
Copenhagen, Denmark	300	425	—
Corinto, Nicaragua	—	37	—
Cork, Ireland	—	175	100
Cristobal, Panama	—	—	3
Curaçao, Leeward Islands	—	6	28
Dantzig, Germany	—	—	180
Delagatch, Turkey	25	150	300
Delagoa Bay, E. Africa	—	24	18
Demerara, Br. Guiana	27	587	622
Drontheim, Norway	—	200	—
Dublin, Ireland	—	1,275	1,674
Dunedin, New Zealand	—	9	—
Dunkirk, France	—	200	200
Falmouth, W. I.	—	7	—
Flume, Austria	—	200	—
Galatz, Roumania	200	475	2,617
Genoa, Italy	450	4,661	7,224
Gibraltar, Spain	—	24	125
Glasgow, Scotland	225	875	1,100
Gonaves, Haiti	—	3	—
Gothenberg, Sweden	50	550	600
Grenada, W. I.	—	7	—
Guadeloupe, W. I.	—	1,534	932
Guantanamo, Cuba	—	21	40
Hamburg, Germany	10	110	1,150
Havana, Cuba	171	720	1,222
Havre, France	430	430	2,675
Hull, England	—	—	255
Iquique, Chile	—	4	—
Jamaica, W. I.	—	—	25
Kingston, W. I.	56	828	1,218
Kustentj, Roumania	—	525	1,375
La Guaira, Venezuela	—	4	2
Leghorn, Italy	975	2,135	2,546
Leith, Scotland	—	25	—
Liverpool, England	800	3,520	1,851
London, England	50	597	2,825
Macoris, San Dom.	—	37	77
Malta, Island of	357	402	615
Manchester, England	—	1,408	530
Manzanillo, Cuba	—	—	98
Maracaibo, Venezuela	—	—	33

Marseilles, France	—	2,710	5,100
Martinique, W. I.	240	986	1,216
Matanzas, W. I.	—	—	73
Mauritius, Island of	—	10	—
Melbourne, Australia	—	63	53
Montego Bay, W. I.	—	33	23
Monte Cristi, San Dom.	—	142	—
Montevideo, Uruguay	55	654	1,043
Naples, Italy	225	875	2,154
Newcastle, England	—	25	—
Nipe, Cuba	—	10	—
Nuevitas, Cuba	—	—	9
Oran, Algeria	—	406	—
Panama, Panama	—	3	22
Para, Brazil	—	—	346
Philippeville, Algeria	—	47	—
Port Antonio, Jamaica	—	43	23
Port au Prince, W. I.	—	77	14
Port Barrios, C. A.	—	3	21
Port Cabello, Venezuela	—	—	45
Port Limon, Costa Rica	35	148	151
Port Maria, Jamaica	—	18	3
Port of Spain, W. Indies	20	20	—
Port Said, Egypt	—	130	14
Puerto Plata, San Dom.	—	—	464
Punta Arenas, Costa Rica	—	—	4
Ravenna, Italy	50	250	600
Rio Janeiro, Brazil	349	1,007	1,283
Rotterdam, Holland	75	5,886	17,071
St. John, N. F.	—	24	26
St. Kitts, W. I.	—	—	166
St. Thomas, W. I.	3	7	—
Salonica, Turkey	225	425	1,058
San Domingo City, San Dom.	—	41	204
Santiago, Cuba	—	100	267
Santos, Brazil	—	114	241
Savannah, Colombia	—	—	—
Sierra Leone, Africa	—	—	8
Smyrna, Turkey	25	959	840
Southampton, England	—	175	350
Stettin, Germany	—	—	150
Stockholm, Sweden	—	150	100
Surinam, Dutch Guiana	—	19	8
Sydney, Australia	—	—	55
Syracuse, Sicily	—	—	25
Tampico, Mexico	—	—	212
Trebizond, Armenia	—	66	—
Trieste, Austria	—	1,100	100
Trinidad, Island of	—	132	115
Valparaiso, Chile	139	575	1,084
Varna, Bulgaria	67	67	35
Venice, Italy	2,972	3,982	4,395
Vera Cruz, Mexico	—	245	24
Wellington, New Zealand	—	32	—
Yokohama, Japan	—	—	10
Total	10,183	52,722	83,792

Glasgow, Scotland	—	—	585
Hamburg, Germany	—	2,245	1,310
Havana, Cuba	—	20	267
Havre, France	—	—	2
Liverpool, England	—	259	200
London, England	25	2,075	1,975
Manchester, England	—	1,100	—
Marseilles, France	—	50	250
Naples, Italy	—	—	100
Rotterdam, Holland	—	300	11,823
Stavanger, Norway	—	1,020	535
Tampico, Mexico	—	150	—
Venice, Italy	—	—	600
Vera Cruz, Mexico	—	400	—
Total	250	11,967	21,336

### From All Other Ports.

Antwerp, Belgium	—	—	50
Canada	9	2,083	6,245
Hamburg, Germany	—	—	175
Mexico (including overland)	2,335	13,130	14,708
Total	2,344	15,213	21,178

### Recapitulation.

From New York	10,183	52,722	83,792
From New Orleans	250	11,967	21,336
From Galveston	—	3,608	1,910
From Baltimore	—	350	1,061
From Savannah	—	3,494	9,546
From Newport News	—	—	3,150
From Norfolk	—	50	1,950
From all other ports	2,344	15,213	21,178
Total	12,777	87,404	144,223

### L. A. RANSOM MEMORIAL ASSOCIATION.

It having been suggested by a number of the late Luther A. Ransom's friends and associates in the Atlanta district that it would be most appropriate to organize an association to be known as the L. A. Ransom Memorial Association, the object being to afford the friends and associates of Mr. Ransom throughout the Southern Cotton Oil Company the opportunity of contributing to a fund for the purchase of a suitable lot in West View Cemetery, Atlanta, and the erection thereon of an appropriate monument to his memory, a meeting was held in Atlanta on October 18, 1910, and an association known as the L. A. Ransom Memorial Association was organized. D. A. Carter was elected chairman and E. P. Chivers, secretary

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and treasurer. The following resolution was adopted unanimously at this meeting:

Whereas, on Sept. 19, 1910, it pleased Divine Providence to remove from the ranks of The Southern Cotton Oil Company one of its ablest and most popular officials, Mr. L. A. Ransom, and

Whereas, Mr. Ransom, by his signal ability and charming personality during the long period of his connection with the company, had endeared himself in a remarkable degree to everyone constituting the organization of The Southern Cotton Oil Company, and

Whereas, we believe that it is meet and proper that the memory of those citizens who, by their exemplary lives and marked achievements, should be perpetuated in such a manner as to cause their lives to be an inspiration to their fellow men; therefore, be it

Resolved, That we organize the L. A. Ransom Memorial Association, the objects of

which shall be to afford the host of friends and associates of the late Mr. Ransom, who are connected with The Southern Cotton Oil Company, the opportunity of contributing to a fund for the purchase of a suitable lot in West View Cemetery, Atlanta, and for the erection thereon of an appropriate monument to his memory.

Contributions for this purpose may be sent to E. P. Chivers, secretary, care Southern Cotton Oil Company, Atlanta, Ga.

#### A NEW FERTILIZER CORPORATION.

Newspaper reports in New York are authority for the statement that what is regarded as the forerunner of a large competitor of the Virginia-Carolina Chemical Company is the Interstate Fertilizer Company, which has been incorporated under the

laws of New York with a nominal capital stock of \$250,000. It is believed this will be increased to a much larger total later. W. B. Chisolm has been elected president of the new enterprise, Bernard M. Baruch vice-president, and Allan A. Ryan treasurer.

#### ATLANTA TO TRADE IN COTTON OIL.

The Atlanta Stock, Cotton & Oil Exchange has been organized at Atlanta, Ga., and will have headquarters in the Forsyth building. Western Union wire service will be used and cotton quotations will be received, as well as New York stocks, produce exchange and cotton oil quotations. F. A. Brine is president; H. E. Watkins, treasurer, and Charles Murry, secretary.

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# HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

## Chicago.

**PACKER HIDES.**—There is no improvement in the situation. Trade is decidedly dull, and the tendency of prices continues weak on all varieties of hides. Tanners are not making bids ahead for any kind of native hides as there is likely to be a larger supply of these, although the quality will be poorer, and this fact is also having a depressing effect on branded hides of December salting. Packers are talking that there will be an improvement before long, as shoe manufacturers and other buyers will require leather, and the general curtailment in tanning will still further cut down the supplies. Native steers are entirely nominal in the absence of sales. Offerings of Novembers at 14½c. are receiving no attention, and buyers are not disposed to test the market by making any bids of 14¼c. for these. There are no bids reported of 14c. for Decembers, and it is believed that packers would accept 14c. if bid for a line of November-December salting together if it was made. Texas steers are quiet again and quotable for late November and December salting at 13c. for heavies, 12c. for lights and 11c. for extremes, as per last sales, but no further transactions effected. December heavy Texas alone are freely offered at 13c., but not taken. Butt brands are entirely nominal and neglected. November-December salting is freely offered now at 12½c., and some packers would sell these at 12¼c., but buyers are not taking hold. Colorados are freely offered at 12c., but not taken. The market on these has been unsettled by the fact that one "tanning packer" made sales last week of Novembers at 12c., and still has some of that month on hand, and the sale, in order to explain the ¼c. decline at that time, was given out as being December salting hides. Branded cows of December salting are freely offered from all points except Fort Worth at 11c., but are very slow at that price, and buyers' views on these are hardly over 10½c. Native cows of all weights are dull, with December salting weaker and Novembers also obtainable at less than formerly. December light cows sold at 11c., as noted recently, and some November salting has been offered at 11¼c. December heavy cows are nominal, but not quotable over 12c. Native bulls are nominal at 10½@10¾c. for late salting. It is learned that one packer recently sold some at private terms that ran back to July, and another packer has November-December. Branded bulls are entirely neglected and nominal at around 9¼@10c. for late salting.

Later.—Some packers are holding November light native cows at 11½c., and Decembers at 11¼c., but there are other offerings of Novembers at 11¼c. and Decembers last sold at 11c. One big packer sold 2,500 early December light native cows at 11¼c., and one "tanning packer" claims could have sold 5,000 at the same price, but the last 5,000 lot of December light cows sold was at 11c., as previously noted. "Tanning packers" are bidding 11c. for November light native cows to the other packers. November native steers freely offered at 14¼c., with no sales.

**COUNTRY HIDES.**—The market rules dull but unchanged. Buyers are talking that further declines will occur, but these have not developed as yet. The market is especially dull for future delivery, and dealers have sold ahead of late as much as possible. The dealers at outside country points are reducing bids still further to butchers, as they look for further declines next month, when the hides will be fully cured that they are now getting in. Tanners complain that half-cured hides are already in evidence at Northwestern points. Last sales of car lots of

25-lb. and up hides at outside Western points were at 10c., selected, Chicago freight, by smaller dealers, and large city dealers have sold at this price Chicago freight for lots not including the extremes. Buffs at Chicago for present delivery are nominally unchanged at the last selling price of 10c. Boston tanners will not bid any more than this price here, but no further sales of account are reported. Western tanners are talking low prices for future deliveries. Heavy cows are nominal at 10¼c. for present shipments, and some buyers don't bid over 10c. Extremes are not considered quotable over 11¼c. for later December delivery, and there were not as many of these sold last week in Chicago as was given out. Western tanners refuse to pay over 11¼c. for choice selections here running a small percentage of No. 2's. These tanners are talking down to 10½c. for poorer quality Southwestern extremes delivered at their tanneries, and are not bidding over 10¾c. here for lots that run a larger percentage of No. 2's. Heavy steers are nominal at 11c. for ordinary lots and 11½@12c. for city butcher and small packer lots. Trade seems to be especially dull for steer hides. Bulls are quiet and quotable at 9@9¼c., as to lots. Branded hides are nominal at 8½c. flat out of pack for regular countries and slow of sale.

**HORSEHIDES** are rather easy, with late receipt mixed lots quoted at \$3.75@3.80.

**DRY HIDES.**—Supplies are ascribed by local tanners at from 20@22c. for short trim.

**CALFSKINS.**—The market is not considered quotable over 16¼c. for best skins of any variety. Tanners claim that at this season of year Chicago cities on a weight selection are not as desirable to them as outside cities and choice countries on a strict veal selection, with the runners sold separately at kip prices. Late receipt kips range from 12@12½c., as to lots. Light calf continues nominally unchanged at \$1.05@1.10 and under 7-lb. deacons 85@90c.

Later.—Market continues quiet, with an easier feeling on heavy cows. One car of 50-lb. and up cows sold from an outside Western point at 10c., selected, Chicago freight, for nearby delivery. Current receipts of hides contain more heavy cows than formerly, and a larger percentage of heavy native cows is expected in the packer market during December. There is less demand for 50-lb. and up cows in country hides, and also for regular weight heavy cows. Harness tanners are holding off, and buyers generally claim that more hides are being offered on hand and ahead than at any previous time so far this month.

**SHEEPSKINS.**—Last sales as noted yesterday of choice 12-lb. and up November and December packer pelts were at \$1.35, and Chicago all weight December sheep and lambs are held at \$1.25, but the demand is slow. Country shearlings are ranged at 50@80c., and lambs from 60@95c.

## New York.

**DRY HIDES.**—It is expected that most of the late arrivals of Bogotas, etc., Central Americans, etc., and Orinoco will be sold at the same prices as were previously secured for these, but trading in these has not as yet been confirmed. The market holds steady, and there is sufficient demand to take all of the light arrivals coming forward. Some further receipts today include 3,141 wet salted Mexicans per the S. S. Bayamo from Tampico, 4,264 Puerto Cabellos, etc., per the S. S. Maracaibo and about 1,000 Central Americans, etc., per the S. S. Siberia. It is believed that the tone of the River Plate market is easier, but prices here on these are nominal, as no recent business has been effected.

**WET SALTED HIDES.**—The River Plate market is weaker and lower, and cables on

the sale of Sansinena hides state that 4,000 of these frigorifico steers sold at 14¼c. and 2,000 cows at 13¾c. This is a decline of ½c. on the steers from last week. It is understood that the hides were sold to Europe.

**CITY PACKER HIDES.**—Packers continue to offer hides freely, but buyers are out of the market, and no trading is reported. Last sales of November-December native steers were at 14c., but this price is evidently not obtainable for more. Butt brands and Colorados together are purely nominal, but considered quotable around 11½@11¾c. for December salting.

**COUNTRY HIDES AND CALFSKINS.**—The market on hides continues quiet and easy, with receipts increasing at outside points and the tone of the market still weak. Part of a car of New York State cows was offered here today at 9¼c. flat, but was not taken, as buyers' views are not over this figure for straight car loads, and only 9¼c. flat for smaller parcels. The top of the buff market here is 10¼c., selected, according to the views of both buyers and sellers in most instances, but some brokers think that they might possibly get 10½c. for choice lots of Ohio buffs running light average and a small percentage of seconds. Calfskins are easy. New York cities are easier on the heavy weights, and some small sales of these are reported to have been made at \$1.35, \$1.85 and \$2.20@2.22½. Owing to the competition here among local dealers proportionately higher prices are being paid for the city skins green than is warranted by the prices secured on cured skins by the piece. Outside city skins are selling at about 5c. apiece less than a fortnight ago, and recent sales of good outside cities have been at \$1.25, \$1.75 and \$2.05, selected. Country skins are quiet, and regular lots are quoted around \$1.20, \$1.65 and \$1.95 selected.

## European Markets.

A fair amount of business has been effected of late with American tanners in dry calfskins, including Russians, Germans, etc., and the prices at which most of these sales have been made have been at lower prices than formerly ruled. Some varieties are reported to have held fairly steady, but most kinds are off from 3 to 4c., and some kinds are even weaker than this. Recent reports from France are that a new association has been formed there among butchers and buyers of hides for the purpose of securing a better take-off and condition to endeavor to eliminate grubs and to do away with prodding.

**HORSEHIDES.**—There is a good call for fronts, and outside cities are quoted on a range of \$3.15 to \$3.25, with some small sales reported up to the outside price.

## Boston.

Market dull and easy. Buffs are quoted at 10¼@10½c., with some lots obtainable at 10¼c., but bids at this reported refused for best Ohio stock. Extremes still in fair inquiry, and quoted at 11½@11¾c. Southern are quiet and easy at 9¼c. for best Northern sections, 8¾@9c. for Georgia, Alabama, etc., and 8½c. for Florida, etc. Some buyers only talk 8¾c. for best sections.

## BUTCHERS AND HIDE DEALERS

Will do well to send their collections of Hides, Calfskins, Pelts, Tallow, Bones, etc., to Carrol S. Page, Hyde Park, Vt. He pays spot cash. He pays the freight. He pays full market value. He also furnishes money with which to buy, and keeps his customers thoroughly posted at all times as to market changes and market prospects. Write him for full particulars and his free bulletins.

# Chicago Section

And the way of the provision market prophet is 'ard.

The man who was born to be hanged could fool 'em a trip, said Mike—by drowning hisself.

Seems strange that to most people a sermon is always too long and a good vaudeville act too short.

One of the long, long things is the President's message; worse than a wet week, and about as interesting.

Jim Poole, the well-known livestock reporter, says: "Aviation of the pork chop may be expected."

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, Dec. 3, averaged 8.27 cents per pound.

The Argentine Republic seems to be coming to the front as a packing proposition. Packinghouses are being built there at a rapid rate.

The trend of the provision market of late would indicate that shorts are buying. This situation also obtains in the corn pit. What's the answer?

Anyone can purchase an excellent imported Westphalian ham for 50 cents per pound, or an excellent American ham for 16 cents per pound. Take your choice!

Old man Horace said "A well-prepared mind hopes in adversity and fears in prosperity." Well! Well! Must have been thinking of our own Jim Hill when he wrote that.

T. R. will shortly "open his face" once more, he announces. W. H. T. has just unloaded a 30,000-word "message" on the peepul and—well, Teethadore cannot allow that to pass unchallenged!

"Say!" said the insurance collector to the mother of a stuttering boy, "why don't you send the boy to a school for stammering?" "Don't haf ter!" said ma; "he does it natcherally."

And now comes Representative W. W. Wilson of Illinois with a bill to compel the marking and labeling of the exact measure of food contained in cans, boxes, etc. He claims that tomatoes, peas, corn and other vegetable products are half water.

To read our daily papers one would conclude the whole sum and substance of the whole works is, "Do your Christmas shopping." Sure Mike! Pay a half a dollar for an article which a week later you could buy for ten cents. But then the big stores are good advertisers.

Morris & Company won the two, four and six-horse team first prizes at the stock show with their stable of magnificent Clydesdales. In the pair-horse entry they had to weigh not less than 3,600 pounds, and in the four and six-horse entries the wheelers not less than 4,000 pounds.

Dere is a guy what never drinks,  
Ner smokes, ner chews, ner swears;  
Who never gambles, never flirts,  
An' shuns all sinful snares—

Dis is de guy who never does  
A ting dat is not right;  
His wife can tell just where he is,  
At morning, noon and night—  
He's dead!

## MID-WEEK PROVISION REVIEW.

(Special Letter to The National Provisioner from L. J. Schwabacher & Co.)

Chicago, Dec. 7.—The market has been very nervous during the past week. The volume of trade has been enormous and the fluctuations rapid. Shorts have covered, commission houses have been good buyers, and the grain men have switched and are getting long. The packers have done little except to close old trades. The hogs have been coming in unsatisfactorily, and the fact that shippers have been large buyers has helped the speculators at the Yards to advance that market. It looks as though the farmer still preferred to feed the cheap corn and that hog receipts will be light until after the first of the year. The cash market is dull, with offerings light. The market is a scalping affair, and we would play it as such for the present, selling on the bulges and buying on the dips.

## STOCKS OF LARD

Cable advices to the N. K. Fairbank Company give the following estimates of the lard stocks held in Europe and afloat on Dec. 1, to which are added the estimates of former years, and stocks in cities named:

	1910. Dec. 1.	1910. Nov. 1.	1909. Nov. 1.	1909. Dec. 1.	1908. Dec. 1.	1907. Dec. 1.
Liverpool and Manchester.....	6,000	8,000	12,000	5,500	13,000	15,000
Other British ports.....	6,000	9,000	7,000	6,000	10,000	12,000
Hamburg .....	3,500	7,000	5,000	4,000	9,000	10,000
Bremen .....	500	1,000	1,000	500	1,500	1,500
Berlin .....	2,000	3,000	1,500	500	3,000	5,000
Baltic ports .....	7,500	13,000	8,500	6,500	6,500	11,000
Amsterdam, Rotterdam, Mannheim...	250	700	1,500	2,000	500	2,000
Antwerp .....	3,000	3,000	2,000	1,000	2,500	1,500
French ports .....	None	150	175	100	800	2,300
Italian and Spanish ports.....	100	100	100	100	500	500
Total in Europe.....	28,850	44,950	38,775	26,200	47,300	60,800
Afloat for Europe.....	35,000	35,000	38,000	45,000	55,000	45,000
Total in Europe and afloat.....	63,850	79,950	76,775	71,200	102,300	105,800
Chicago prime steam.....	22,685	30,104	9,591	4,911	32,725	8,100
Chicago other kinds.....	9,047	6,605	10,121	10,108	18,234	8,575
East St. Louis.....	225	None	150	None	1,000	None
Kansas City .....	4,116	3,729	7,050	5,542	12,259	4,728
Omaha .....	2,972	1,575	1,656	985	2,141	1,490
New York .....	.....	.....	.....	.....	.....	3,654
Milwaukee .....	946	484	1,051	1,302	3,192	1,607
South St. Joseph.....	2,356	2,331	2,404	1,699	4,000	529
Total tierces .....	106,197	124,778	108,798	95,747	175,851	134,483
Decrease November, 1910, 18,581.	Decrease November, 1909, 13,051.					

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NEW YORK CHICAGO HAVANA



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Also Manufacturers of the Celebrated Supreme Brand Boiled Hams. The Ham with a Supreme Flavor When Ordering Specify this Brand. It's Always Safe to Say "Supreme"

## Morris & Company

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KANSAS CITY

E. ST. LOUIS

OKLAHOMA CITY

ST. JOSEPH

## TANKWATER

Any house producing upwards of 3,000 gallons of tankwater daily should install a Double Effect Evaporator for the manufacture of concentrated tankage. Such an equipment will pay for itself in less than a year. It is important that the apparatus should be of the simplest type possible both as concerns operation and maintenance. These requirements are excellently fulfilled by the

### ZAREMBA PATENT EVAPORATOR

which combines the proved results of old practice with the latest and best improvements. This machine is built for long life and hard service and can be depended upon to run with a minimum amount of attention and repairs.

Inquiries in regard to our specialty or concerning the TANKWATER PROPOSITION in general should be addressed to

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## AMMONIA ANHYDROUS AND AQUA

Made with special reference to use in Ice and Refrigerating Plants, producing the least deposit for amount of work done



### COCHRANE CHEMICAL CO.

65 KILBY ST., BOSTON, MASS.

#### AGENCIES

Baltimore, Md., T. H. Butler, 511 Equitable Building.  
Chicago, Ill., James H. Rhodes & Co., 162 W. Kinzie St.  
Cleveland, O., The Harshaw, Fuller & Goodwin Co.  
Little Rock, Ark., J. Rudy Smith, 321 E. Markham St.  
New York City, N. Y., Charles Zoller Co., 211 E. 94th St.  
Oklahoma City, Okla., Water Witch Mfg. Co.

Philadelphia, Pa., Robert Keller, 334 North Third St.  
Pittsburg, Pa., Pittsburg Calcium Chloride Works,  
Rebecca St. & Western Ave., North Side, Bell  
Phone, 23 Brady.  
Seattle, Wash., Northwest Ice Machine Co., 516  
First Ave., South.

Washington, D. C., Leckie & Burrow, Hibbs Building.

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Nov. 28.....	31,679	2,669	29,783	40,948
Tuesday, Nov. 29.....	9,025	1,433	25,756	22,964
Wednesday, Nov. 30.....	20,188	1,684	37,947	38,116
Thursday, Dec. 1.....	7,677	968	25,590	22,479
Friday, Dec. 2.....	3,355	644	19,218	16,059
Saturday, Dec. 3.....	735	68	10,156	2,076
Total last week.....	72,639	6,966	148,480	142,642
Previous week.....	53,711	4,329	127,624	111,843
Cor. week, 1909.....	82,724	6,724	153,655	106,093
Cor. week, 1908.....	59,357	4,072	198,506	128,155

## SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, Nov. 28.....	6,922	74	7,541
Tuesday, Nov. 29.....	5,542	147	7,758
Wednesday, Nov. 30.....	6,852	126	7,236
Thursday, Dec. 1.....	7,742	260	8,314
Friday, Dec. 2.....	5,812	219	6,722
Saturday, Dec. 3.....	1,803	28	3,956
Total last week.....	34,673	883	41,557
Previous week.....	22,776	373	13,960
Cor. week, 1909.....	43,918	845	22,139
Cor. week, 1908.....	32,313	934	44,685

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Dec. 3, 1910.....	2,870,695	5,130,271	4,969,510
Same period, 1909.....	2,653,146	6,058,322	4,080,585

## Combined receipts of hogs at eleven points:

Week ending Dec. 3, 1910.....	451,000
Week previous.....	400,000
Year ago.....	496,000
Two years ago.....	643,000
Year to Dec. 3, 1910.....	17,761,000
Same period, 1909.....	21,041,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Dec. 3, 1910.....	172,500	313,200	249,300
Week ago.....	137,000	279,500	198,300
Year ago.....	215,800	346,600	178,700
Two years ago.....	167,500	510,100	231,100

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Dec. 3, 1910:	
Armour & Co.....	27,400
Swift & Co.....	17,500
S. & S. Co.....	15,000
Morris & Co.....	9,300
Anglo-American.....	3,700
Boyd-Lumhan.....	4,600
Hammond.....	5,100
Western P. Co.....	5,800
Boore & Co.....	2,800
Roberts & Oake.....	3,900
Others.....	19,700
Totals.....	114,800
Previous week.....	119,800
Same week, 1909.....	141,600
Same week, 1908.....	169,300
Year to Dec. 3, 1910.....	4,157,300
Same period, 1909.....	4,650,600

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week Dec. 3, 1910.....	\$6.20	\$7.19	\$3.90	\$6.35
Last week.....	6.10	7.01	3.85	6.10
Year ago.....	6.40	8.20	4.75	7.20
Two years ago.....	6.05	5.74	4.15	6.25
Three years ago.....	5.10	4.96	4.30	5.70

## CATTLE.

Good to prime heaves.....	\$6.40@7.00
Fair to good heaves.....	5.75@6.40
Common to fair heaves.....	4.75@5.75
Inferior killers.....	4.00@4.75
Common to fancy yearlings.....	5.75@7.50
Good to choice cows.....	4.25@5.00
Canner bulls.....	2.50@3.25
Fair to good calves.....	7.50@8.50
Good to choice calves.....	8.50@9.25
Heavy calves.....	4.50@5.25
Feeding steers.....	4.50@5.50
Stockers.....	3.25@4.50

Medium to good beef cows.....	4.00@4.50
Common to good cutters.....	3.00@3.85
Inferior to good canners.....	2.35@2.85
Good beef heifers.....	4.25@6.50
Butcher bulls.....	4.75@6.25

## HOGS.

Prime heavy butchers, 240 to 300 lbs.....	\$7.40@7.60
Prime heavy, 300 to 400 lbs.....	7.30@7.50
Choice light-wt. butchers, 190 to 200.....	7.40@7.60
Heavy packing, 280 lbs. and up.....	7.25@7.45
Choice light, 160 to 190 lbs.....	7.35@7.50
Mixed packing, 200 lbs. and up.....	7.25@7.40
Light mixed, 180 to 200 lbs.....	7.25@7.45
Rough heavy packers.....	6.90@7.15
Pigs, 110 lbs. and under.....	6.25@6.75
Pigs, 110 to 130 lbs.....	7.00@7.50
Bears.....	3.50@5.00
*Stags.....	7.00@8.00

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Feeding and breeding ewes.....	\$3.00@3.50
Native lambs.....	5.50@6.25
Native ewes.....	3.00@3.55
Fed western lambs.....	5.50@6.00
Fed western wethers.....	3.50@4.25
Feeding yearlings.....	4.25@4.75
Fed yearlings.....	3.00@5.00
Feeding wethers.....	3.00@3.80

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, DECEMBER 3, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	\$17.55	\$17.75	\$17.52½	\$17.75
May.....	9.97½	9.17	9.07	\$9.17½
LARD—(Per 100 lbs.)—				
December.....				9.87½
January.....	9.82½	9.87½	9.80	\$9.87½
May.....	9.67½	9.75	9.67½	\$9.72½
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.35	9.45	9.32½	\$9.45
May.....	9.97½	9.17	9.07½	\$9.17½

MONDAY, DECEMBER 5, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	17.75	18.37½	17.75	\$18.25
May.....	16.85	17.30	16.77½	\$17.24
LARD—(Per 100 lbs.)—				
December.....				10.05
January.....	9.50	10.05	9.90	\$10.05
May.....	9.77½	9.92½	9.77½	\$9.90
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.45	9.77½	9.45	9.77½
May.....	9.20	9.47½	9.20	\$9.45

TUESDAY, DECEMBER 6, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	18.25	18.25	18.00	\$18.00
May.....	17.20	17.25	17.02½	\$17.05
LARD—(Per 100 lbs.)—				
December.....				9.87½
January.....	10.00	10.00	9.87½	\$9.87½
May.....	9.90	9.90	9.75	9.75
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.72½	9.72½	9.57½	\$9.57½
May.....	9.45	9.45	9.30	\$9.32½

WEDNESDAY, DECEMBER 7, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	18.00	18.40	18.00	\$18.15
May.....	17.07½	17.42½	17.00	\$17.22½
LARD—(Per 100 lbs.)—				
December.....				9.87½
January.....	9.87½	10.02½	9.87½	\$9.87½
May.....	9.72½	9.87½	9.72½	\$9.77½
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.62½	9.75	9.60	9.60
May.....	9.32½	9.47½	9.30	\$9.35

THURSDAY, DECEMBER 8, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	18.20	18.32	18.20	\$18.25
May.....	17.17	17.37	17.17	\$17.30
LARD—(Per 100 lbs.)—				
December.....				9.87
January.....	9.82	9.90	9.82	\$9.87
May.....	9.70	9.77	9.70	\$9.77
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.60	9.72	9.60	\$9.65
May.....	9.30	9.40	9.30	9.37

FRIDAY, DECEMBER 9, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	18.50	18.75	18.50	\$18.75
May.....	17.45	17.75	17.45	\$17.70
LARD—(Per 100 lbs.)—				
January.....	9.97½	10.12½	9.97½	\$10.10
May.....	9.82½	9.92½	9.82½	\$9.92½
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.87½	9.95	9.77½	9.95
May.....	9.50	9.62½	9.50	9.62½

†Bid. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry &amp; Son, 41st and Halsted Streets.)

Native Rib Roast.....	10	@20
Native Sirloin Steaks.....	12½	@22
Native Porterhouse Steaks.....	20	@28
Native Pot Roasts.....	10	@14
Rib Roasts from light cattle.....	10	@12½
Beef Stew.....	10	@12½
Boneless Corned Briskets, Native.....	14	@14
Corned Rumps, Native.....	10	@10
Corned Ribs.....	10	@10
Corned Flanks.....	14	@10
Round Steaks.....	12½	@18
Round Roasts.....	12½	@18
Shoulder Steaks.....	12½	@14
Shoulder Roasts.....	12½	@14
Shoulder Neck End, Trimmed.....	10	@10
Rollad Roast.....	14	@14

## Lamb.

Hind Quarters, fancy.....	15	@18
Fore Quarters, fancy.....	12½	@15
Legs, fancy.....	18	@20
Stew.....	10	@12½
Chops, rib and loin, per lb.....	14	@14
Chops, Frenched, each.....	10	@15

## Mutton.

Legs.....	12½	@12½
Stew.....	6	@6
Shoulders.....	10	@10
Hind Quarters.....	9	@9
Fore Quarters.....	8	@8
Rib and Loin Chops.....	14	@14

## Pork.

Pork Loins.....	14	@14
Pork Chops.....	15	@15
Pork Shoulders.....	12½	@12½
Pork Tenderloins.....	35	@35
Pork Butts.....	10	@10
Spare Ribs.....	14	@14
Hocks.....	12½	@12½
Pigs' Heads.....	10	@10
Leaf Lard.....	15	@15

## Veal.

Hind Quarters.....	16	@18
Fore Quarters.....	14	@14
Legs.....	20	@20
Breasts.....	10	@12½
Shoulders.....	14	@16
Cutlets.....	20	@25
Rib and Loin Chops.....	16	@20

## Butchers' Offal.

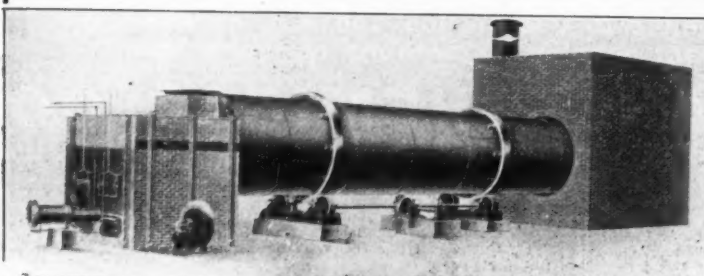
Suet.....	4	@4
Tallow.....	4½	@4½
Bones, per cwt.....	14	@14
Calfskins, 8 to 15 lbs.....	14	@14
Calfskins, under 8 lbs. (deacons).....	15	@15

AUTOMATIC  
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## TANKAGE PRESSES AND DRYERS

Economical Efficient  
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and  
Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.  
68 William St., - - New York



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.	
Good native steers	11 1/4 @ 11 1/2
Native steers, medium	10 @ 10 1/2
Heifers, good	9 1/4 @ 10
Cows	7 @ 7 1/2
Hind Quarters, choice	@ 13
Fore Quarters, choice	@ 8 1/2

## Beef Cuts.

Cow Chucks	@ 6
Steer Chucks	7 1/2 @ 8 1/2
Boneless Chucks	@ 7 1/2
Medium Plates	5 1/2 @ 6 1/2
Steer Plates	@ 7
Cow Rounds	7 @ 8
Steer Rounds	9 @ 9 1/2
Cow Loins	8 1/2 @ 10 1/2
Steer Loins, Heavy	15 @ 16
Beef Tenderloins, No. 1	@ 22 1/2
Beef Tenderloins, No. 2	18 @ 19
Strip Loins	8 1/2 @ 9
Shirloin Butts	11 @ 12
Shoulder Clods	8 @ 8 1/2
Rolls	@ 11
Rump Butts	10 @ 11
Trimnings	@ 7
Shank	@ 5 1/2
Cow Ribs, Common, Light	@ 10
Cow Ribs, Heavy	@ 11
Steer Ribs, Light	@ 11
Steer Ribs, Heavy	@ 12
Loin Ends, steer, native	@ 12
Loin Ends, cow	@ 10 1/2
Hanging Tenderloins	@ 9
Flank Steak	@ 12
Hind Shanks	@ 4

## Beef Offal.

Livers	@ 5
Hearts	@ 6
Tongues	13 @ 14
Sweetbreads	@ 20
Ox Tail, per lb.	5 @ 6
Fresh Tripe, plain	@ 4
Fresh Tripe, H. C.	@ 5 1/2
Brains	5 @ 6
Kidneys, each	@ 4 1/2

## Veal.

Heavy Carcass Veal	8 1/2 @ 9
Light Carcass	@ 11 1/2
Good Carcass	@ 14
Good Saddle	@ 15
Medium Racks	@ 12
Good Racks	@ 13

## Veal Offal.

Brains, each	@ 4
Sweetbreads	@ 4 1/2
Pickles	30 @ 35
Heads, each	18 @ 20

## Lambs.

Medium Caul	@ 9
Good Caul	@ 10
Round Dressed Lambs	@ 11
Saddles, Caul	@ 11
R. D. Lamb Racks	@ 9
Caul Lamb Racks	@ 8
R. D. Lamb Saddles	@ 12
Lamb Fries, per pair	@ 6
Lamb Tongues, each	@ 8
Lamb Kidneys, each	@ 2

## Mutton.

Medium Sheep	7 1/2 @ 8
Good Sheep	@ 12
Medium Saddles	@ 8
Good Saddles	@ 9 1/2
Medium Racks	@ 6
Good Racks	@ 6 1/2
Mutton Legs	@ 10
Mutton Loins	@ 7
Mutton Stew	@ 5
Sheep Tongues, each	@ 8
Sheep Heads, each	@ 6

## Fresh Pork, Etc.

Dressed Hogs	10 1/4 @ 11
Pork Loins	@ 11
Leaf Lard	@ 10 1/2
Tenderloins	@ 24
Spare Ribs	@ 9
Butts	@ 9 1/2
Hocks	@ 8
Trimnings	@ 8
Extra Lean Trimnings	@ 9
Tails	@ 6 1/2
Snouts	@ 6 1/2
Pigs' Feet	@ 4 1/2
Pigs' Heads	@ 7
Blade Bones	@ 8 1/2
Blade Meat	@ 9 1/2
Cheek Meat	@ 9 1/2
Hog livers, per lb.	@ 2
Neck Bones	@ 3 1/2
Skinned Shoulders	@ 9 1/2
Pork Hearts, each	@ 5 1/2
Pork Kidneys, per lb.	@ 4 1/2
Pork Tongues	@ 12
Slip Bones	@ 8
Tail Bones	@ 6
Brains	@ 8
Backfat	@ 10 1/2
Hams	@ 12
Calas	@ 11
Bellies	@ 10
Shoulders	@ 9 1/2

## SAUSAGE.

Columbia Cloth Bologna	@ 8 1/2
Bologna, large, long, round, in casings	@ 8 1/2
Choice Bologna	@ 10 1/2
Viennas	@ 11 1/2

Frankfurters	@ 11 1/2
Blood, Liver and Headcheese	@ 9 1/2
Tongue	@ 12 1/2
Minced Sausage	@ 13
Luncheon Sausage, cloth paraffine	@ 15
New England Sausage	@ 15
Compressed Luncheon Sausage	@ 15
Special Compressed Ham	@ 15
Berliner Sausage	@ 13 1/2
Boneless Butts in casings	@ 20
Oxford Butts in casings	@ 18 1/2
Polish Sausage	@ 11
Garlic Sausage	@ 11
Country Smoked Sausage	@ 12 1/2
Farm Sausage	@ 14
Pork Sausage, bulk or link	@ 11
Pork Sausage, short link	@ 12
Boneless Pigs' Feet	@ 9
Hams, Bologna	@ 14 1/2

## Summer Sausage.

Best Summer, H. C., Medium Dry	@ 23 1/2
German Salam, Medium Dry	@ 20 1/2
Italian Salam	@ 24 1/2
Holsteiner	@ 15 1/2
Mettwurst, New	@ 17 1/2
Farmer	@ 20 1/2
Monarque Cervelat, H. C.	@ 20 1/2

## Sausage in Oil.

Smoked Sausage, 1-50	\$5.50
Smoked Sausage, 2-20	5.00
Bologna, 1-50	5.00
Bologna, 2-20	4.50
Frankfurt, 1-50	6.00
Frankfurt, 2-20	5.50

## VINEGAR PICKLED GOODS.

Pickle Pigs' Feet, in 200-lb. barrels	\$12.00
Pickled Plain Tripe, in 200-lb. barrels	6.50
Pickle H. C. Tripe, in 200-lb. barrels	7.75
Pickle Ox Lips, in 200-lb. barrels	15.00
Pickled Pigs' Snouts, in 200-lb. barrels	—
Lamb Tongues, Short Cut, barrels	\$2.00

## CORNED, BOILED AND ROAST BEEF.

	Per doz.
1 lb., 2 doz. to case	\$1.95
2 lbs., 1 or 2 doz. to case	3.50
6 lbs., 1 doz. to case	13.75
14 lbs., 1/2 doz. to case	30.25

## EXTRACT OF BEEF.

	Per doz.
1-oz. jars, 1 doz. in box	\$2.25
2-oz. jars, 1 doz. in box	3.55
4-oz. jars, 1 doz. in box	6.50
8-oz. jars, 1/2 doz. in box	11.00
16-oz. jars, 1/4 doz. in box	22.00
2, 5 and 10-lb. tins	\$1.75 per lb.

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. bbls.	— @ —
Plate Beef	— @ —
Prime Mess Beef	— @ —
Extra Mess Beef	— @ —
Beef Hams (220 lbs. to bbl.)	— @ —
Rump Butts	@ 18.50
Mess Pork	@ 18.00
Clear Fat Backs	@ 21.50
Family Back Pork	@ 21.50
Beas Pork	@ 18.00

## LARD.

Pure Leaf, kettle rendered, per lb., tes.	@ 12 1/2
Pure lard	@ 11 1/2
Lard, substitutes, tes.	@ 10
Lard, compound	@ 9
Cooking oil, per gal., in barrels	@ 80
Barrels, 1/2 c. over tierces; half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces.	

## BUTTERINE.

1 to 6, natural color, solids; f. o. b. Chi-	15 1/2 @ 19 1/2
cago and bakers' shortening, tubs.	13 @ 14

## DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14 @ 16 avg.	@ 13 1/2
Clear Bellies, 18 @ 20 avg.	@ 13 1/2
Rib Bellies, 18 @ 20 avg.	@ 12 1/2
Regular Plates	@ 9
Short Clears	— @ —
Butts	@ 8 1/2
Bacon meats, 1/4 c. to 1 c. more.	

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 15
Hams, 16 lbs., avg.	@ 14
Skinned Hams	@ 15
Calas, 4 @ 12 lbs., avg.	@ 11 1/2
Calas, 6 @ 12 lbs., avg.	@ 11 1/2
New York Shoulders, 8 @ 12 lbs., avg.	@ 12 1/2
Breakfast Bacon, fancy	@ 19
Wide, 10 @ 12 avg., and strip, 5 @ 8 avg.	@ 18 1/2
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	@ 19
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	@ 15
Dried Beef Sets	@ 16 1/2
Dried Beef Insides	@ 18 1/2
Dried Beef Knuckles	@ 18
Dried Beef Outsides	@ 15 1/2
Regular Boiled Hams	@ 18
Smoked Boiled Hams	@ 19
Boiled Calas	@ 16
Cooked Loin Rolls	@ 25
Cooked Rolled Shoulders	@ 10

## SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	@ 15
Export Rounds	@ 21
Middles, per set	@ 64
Beef bungs, per piece	@ 11
Beef weasands	@ 8
Beef bladders, medium	@ 35
Beef bladders, small, per doz.	@ 35
Hog casings, as packed	@ 35
Hog casings, free of salt	@ 65
Hog middles, per set	@ 10
Hog bungs, export	@ 15
Hog bungs, large mediums	@ 10
Hog bungs, prime	@ 6
Hog bungs, narrow	@ 5
Imported wide sheep casings	@ 90
Imported medium wide sheep casings	@ 80
Imported medium sheep casings	@ 70
Hog stomachs, per piece	@ 4

## FERTILIZERS.

Dried blood, per unit	@ 3.15
Hoof meal, per unit	3.02 1/2 @ 3.05
Concentrated tankage	2.52 1/2 @ 2.55
Ground tankage, 12%	2.85 and 10c.
Ground tankage, 11%	2.85 and 10c.
Ground tankage, 10%	2.85 and 10c.
Crushed tankage, 9 and 20%	@ 2.70 and 10c.
Ground tankage, 6 and 35%	20.00 @ 20.50
Ground raw bone, per ton	26.00 @ 26.50
Ground steam bone, per ton	18.00 @ 18.00
Unground tankage, per ton less than ground.	@ 50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.	275.00 @ 300.00
Horns, black, per ton	30.00 @ 35.00
Horns, striped, per ton	40.00 @ 45.00
Horns, white, per ton	50.00 @ 55.00
Flat shin bones, 40 lbs. av., per ton	62.50 @ 65.00
Round shin bones, 35-40 lbs. av., per ton	65.00 @ 70.00
Round shin bones, 50-52 lbs. av., per ton	77.50 @ 80.00
Long thigh bones, 90-95 lbs. av., per ton	92.50 @ 95.00
Skulls, Jaws and Knuckles, per ton	26.50 @ 27.00

## LARD.

Prime steam, cash	9.80 @ 9.87 1/2
Prime steam, loose	9.45 @ 9.52 1/2
Leaf	@ 10 1/2
Compound	8 1/4 @ 8 1/2
Neutral lard	11 1/4 @ 11 1/2

## STEARINES.

Prime Oleo	9 1/2 @ 9 3/4
Oleo No. 2	@ 8 1/2
Mutton	@ 9
Tallow	8 @ 8 1/4
Grease, yellow	8 1/2 @ 8 3/4
Grease, A white	7 1/4 @ 7 1/2

## OILS.

Lard oil, extra, winter strained, tierces..100	@ 105
Extra No. 1 lard oil	71 @ 72
No. 1 lard oil	62 @ 63
No. 2 lard oil	60 @ 61
Oleo oil, extra	10 @ 10 1/4
Oleo oil, No. 2	9 1/2 @ 9 3/4
Oleo stock	9 1/4 @ 9 1/2
Neatsfoot oil, pure, bbls.	72 @ 75
Acidless tallow oil, bbls.	65 @ 67
Corn oil, loose	6.10 @ 6.20

## TALLOW.

Edible	8 @ 8 1/4
Prime city	@ 8
No. 1 Country	7 1/2 @ 7 1/4
Packers' prime	7 1/2 @ 7 1/4
Packers' No. 1	7 1/4 @ 7 1/2
Packers' No. 2	6 1/2 @ 6 3/4
Renderers' No. 1	7 1/4 @ 7 1/2

## GREASES.

White, choice	7 1/2 @ 7 1/4
White, "A"	7 1/2 @ 7 1/4
White, "B"	6 1/2 @ 7
Bone	6 1/2 @ 6 1/4
Horse	6 1/4 @ 6 1/2
Yellow	6 @ 6 1/4
Brown	6 @ 6 1/4
Glue Stock	6 1/4 @ 6 1/2
Garbage grease	@ 5 1/2

## COTTONSEED OILS.

P. S. Y., loose	50 @ 50 1/2
P. S. Y., soap grade	@ 50
Soap stock, bbls., concn., 62 @ 65% f. a.	34 @ 36
Soap stock, bbls., reg., 50% f. a.	2 @ 2 1/2

## COOPERAGE.

Ash pork barrels	82 @ 85
Oak pork barrels	95 @ 1.02
Lard tierces	1.25 @ 1.27

## CURING MATERIALS.

Refined saltpetre	4 1/2 @ 6 1/2
Boric acid, crystal to powdered	7 @ 7 1/4
Borax	3 1/4 @ 4
Sugar—	
White, clarified	@ 4 1/2
Plantation, granulated	@ 4 1/2
Yellow, clarified	@ 4 1/2
Salt—	
Ashton, in bags, 224 lbs.	\$2.25
English packing, in bags, 224 lbs.	1.45
Michigan, granulated, car lots, per ton	3.00
Michigan, medium, car lots, per ton	3.50
Casing salt, bbls., 280 lbs., 2x@3x	1.40

## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Union Stock Yards, Chicago, Dec. 7.

The week opened with liberal receipts of cattle, but not more liberal than generally expected. Monday's supply totaled 33,863 cattle. Weight even with finish met with the disdain that has characterized the trade for some weeks past, and which will ultimately be reflected in a marked scarcity of that kind; for who will feed cattle six to twelve months only to have them outsold by choice handy weights? Choice 1,264-lb. steers topped the market at \$7.25. A few choice yearlings sold at 7c. Choice heavy beefs went at \$6.85. The bulk of the good to choice 1,350@1,600-lb. steers sold from \$6.40@6.80, with the bulk of the good to choice 1,200 @1,400-lb. steers from \$5.75@6.40; medium to good 1,100@1,250-lb steers, \$5.40@5.75, and quite a few light weight, warmed-up steers sold from \$5@5.40, with common to fair cheap killers \$4.50@5. Tuesday's receipts of 7,000 cattle met with a rather indifferent demand, as indications pointed to a liberal mid-week run of cattle. Wednesday (today) the run is again liberal—in fact, heavy for Wednesday, receipts being estimated from 29,000 to 30,000. While a few choice yearlings sold steady and a few prime handy weights went weak to 10c. lower, yet these sales are no criterion of the general situation, and the market on 99 per cent. of the offerings is very slow and draggy and 10@15c. lower than Monday.

Heavy receipts of butcher stuff all week caused a decline of 15@25c. per cwt. on the medium kinds of butcher stuff. Best canners and cutters and best cows and heifers have lost only 10@15c. from last week's closing prices. There is no question but what this class of stock is comparatively scarce in the country and, as all interests want low-priced beef, we will see a big trade in cows and heifers. The bull market has been active, with prices very little changed from last week, all kinds of bulls now being in good demand, although bolognas are especially so, as has been the case for some time. Veal calves were higher yesterday morning and Monday, but the market closed in bad shape yesterday, and \$8@8.25 bought good veal calves that would have brought 50c. per cwt. more earlier in the day.

Hog supplies continue very moderate, being even lighter than the light run of last year up to the first of this week. Receipts show some increase this week so far, compared with the corresponding period last year. Notwithstanding the first three days this week show some increase over the corresponding period last year, it is still very moderate, and indications seem to point to only moderate runs for several months to come, and we believe that any declines we may get in the near future will be only temporary. The run today is only about 28,000—quite a little under expectations. Market ruling active and strong, bulk selling \$7.50@7.60. Choice grades weighing 230 to 300 lbs. in best demand and bringing top prices.

The trade in sheep and lambs during the past few weeks has been very treacherous, fluctuations being greater than they have been for the past five years at this season. About two-thirds of last week's loss in lamb values has been regained during the past two days, but there seems to be so many anxious holders that the market is not allowed to reach a very high point before they crowd in more than can be taken care of to good advantage. Today's trade is holding about steady on sheep, while lambs are 15@20c. higher than yesterday's average sales. We quote: Good to prime fed and native wethers, \$4.15@4.40; fat light yearlings, \$5.35@5.60; heavy yearlings, \$4.75@5.10; good to choice ewes, \$3.75@4; poor to medium ewes, \$3.25@3.50; cull ewes, \$2@3; good to choice lambs, \$6.15@6.40; fair to medium lambs, \$5.50@6; heavy lambs, \$5@5.50; cull lambs, \$4.50@5.25; breeding ewes, \$4@

4.25; feeding wethers, \$3.50@3.75; feeding yearlings, \$4.25@4.75; feeding lambs, \$5.25@5.85.

### ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Dec. 7.

Cattle receipts for the first three days this week numbered about 19,000 head. The general trend of the beef steer trade has been toward lower prices, especially on heavy weight beefs. Bulk of the supply so far has been a 1,100@1,500-lb. kind selling at \$5.25@6.75, the heavier weights going at \$6@6.40. One lot of prime yearlings a week ago today (Wednesday) brought \$7.25. The highest price anything has brought since is \$6.75, although the quality that brought the former top has been absent this week. Today's trade brought about another decline of a dime on steers valued around \$5.40, while good fat weighty steers that sold between \$5.65@6.25 were considered 15@20c. lower. The close of last week's market saw cows and heifers selling 15@20c. higher than the week's opening. This week's opening was attended by the same strong active tone, but a steady lowering of values began with Monday's close, and today the general run of the stuff is 15@25c. lower than last week. The Southern market as a rule has carried an active tone. Most of the receipts have been of a canner and cutter grade from Arkansas, Mississippi and Alabama. Canners are bringing from \$2.80@3.20, and cutters from \$3.20@3.50. Choice to prime fed Texas and Oklahoma steers are quotable at \$6@6.50, and medium to good, \$4.30@5.65.

The hog market started off Monday with a supply of about 6,300 head. A continued rise in values from a week ago last Friday brought our top up to \$7.80 Tuesday, which was 20c. above Monday's highest figure. Bulk of the hogs sold today at \$7.50@7.60, with a top of \$7.65. Shippers have been quite active of late, resulting in a preference for lighter hogs, which are bringing most of the high prices at present. Quite a lot of little pigs sold today at \$7.70@8. These were of choice quality, and met the demands of roaster buyers. Butchers and shippers bought their hogs today at \$7.55@7.65.

The sheep trade has been in a dull shape all week, but prices have been fully steady with last week's close. Lambs today brought \$6@6.35, yearlings \$4.50@4.75, native sheep \$3.50@3.85. Some choice Western wethers brought \$4.20, which is the best price obtained for some time. Thin sheep are hard to dispose of, but slaughterers have a big demand for fat sheep and lambs.

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Dec. 6.

The market yesterday turned out good, closing at the best point of the day, but the situation is not quite so good today; beef steers steady to 10c. lower, butcher grades steady, stockers and feeders firm. Run today is 14,000 head. Yearlings reached \$6.90 yesterday, and \$6.80 today, showed a shrinkage of 20c. on best quality yearlings since a week ago. Middle class steers sell at \$5.25@6.25, the lower edge of this class the best sellers, and steers have to be of the near prime variety to get above \$6. Best heavy cows bring \$5; fancy heifers, up to \$5.50; best bulls, \$4.90; fair to good bulls, \$3.90@

4.40; veals, \$6.50@8. Colorado run is light this week; the season about over for range cattle. Quarantine fed cattle not yet started in any considerable numbers.

Hog runs yesterday and today were below first estimates each day, supply today falling 3,000 short of the estimate of 11,000 made early. The market started off higher, and quit 10 to 20c. higher; last hogs to arrive at the top, \$7.62½; bulk of sales, \$7.50@7.60, all weights selling about alike. A good demand from Eastern killers has developed in the last week.

The axe descended on the neck of the sheep and lamb market today, after hovering in the air since the middle of last week; prices off 20 to 40c, mostly on lambs. Erratic markets may be anticipated this winter, there being no visible reason for the cut today; run only 6,000 head. Eastern markets have been lower for some days, and buyers here got orders to get them a lot cheaper today. Top lambs today sold at \$5.90, and the best ewes could do was \$3.50; wethers worth around \$4.00 for the best; light yearlings, \$5.25; heavy yearlings, \$4.75.

Sales to local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour .....	5,916	11,598	7,435
Fowler .....	2,383	.....	1,866
S. & S. ....	4,615	9,582	3,895
Swift .....	6,139	9,254	5,927
Cudahy .....	4,384	6,558	3,658
Morris & Co. ....	5,251	6,452	3,810
Butchers .....	184	127	26
Total .....	28,872	43,571	26,617

### OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, Dec. 6.

Following the greatly reduced receipts of cattle last week prices for corn-fed cattle advanced all of 15@25c. and dressed beef men were eager buyers of the short-fed and part fat steers that a few weeks ago were more or less of a drug on the market. A big change, however, has come over the trade this week. The two days' supply has been almost as large as the whole of last week's supply, and packers have taken off about all of last week's advance, indicating that the recent rise in prices was due more to the small receipts than to any material improvement in the demand for beef. The present range in prices is from \$4.25@6.75, with the bulk of the fair to good 1,000 to 1,350-pound beefs at \$5.40@6. Cows and heifers sell from \$3@5.25, with the bulk of the fair to good butcher stock around \$3.75@4.25.

The hog market has ceased to be erratic and has become positively wild. Ever since prices went down under \$7 the packers have been in a scramble to buy, and prices have shot up at a great rate. Values today are fully 40c. higher than a week ago. Light and butcher grades are still favored, but quality is the main consideration with both local and outside buyers, and the range of prices is narrow. With less than 5,000 hogs here today the market ruled 10@25c. higher. Tops brought \$7.60 as against \$7.20 last Tuesday, and the bulk sold at \$7.40@7.50 as against \$7@7.15 a week ago.

Lower prices for fat sheep and lambs have been the rule this week with rather liberal supplies. Demand is good, however, and feeder buyers are still taking a good share of the thin and partly fatted stuff. Lambs are quoted at \$5@5.80; yearlings, \$3.80@4.80; wethers, \$3@3.80, and ewes \$3@3.40.

[Additional Reports on page 28.]

## M. K. PARKER & CO.

Tallow, Grease and All Packing House By-Products  
GET OUR PRICES

Postal Telegraph Bldg., CHICAGO



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, Dec. 9.—Market quiet; Western steam, \$10.50; Middle West, \$10.25; city steam, \$9.75@10; refined, Continent, \$10.60; South American, \$11.50; Brazil kegs, \$12.50; compound, 8½@9c.

### Liverpool Markets.

Liverpool, Dec. 9.—(By Cable).—Beef, extra India mess, 135s. 6d. Pork, prime mess, nominal; shoulders, 58s.; hams, short clear, 63s. Bacon, Cumberland cut, 57s.; long clear, 28@34 lbs., 62s. 6d.; 35@40 lbs., 63s.; backs, 66s. Tallow, no stock. Turpentine, 53s. 6d. Rosin, common, 15s. Lard, spot, prime Western, 51s. American refined in pails, 52s. 9d. Cheese, Canadian, finest white, new, 56s. 6d.; colored, 58s. 6d. American lard (Hamburg), 50 kilos, 50¾ marks. Tallow, Australian (London), 37s. 4½d. Cottonseed oil, colored, loose (Hull), 28s. 10½d.

## FRIDAY'S CLOSINGS IN NEW YORK.

### Provisions.

Buying by shorts with offerings limited was responsible for a strong market. Hogs were higher at leading centers.

### Tallow.

A quiet trade is the best that is being experienced.

### Oleo and Lard Stearine.

Weakness at the West is pronounced, with the market quoted at 9½c. for oleo stearine.

### Cottonseed Oil.

The government report on cotton, issued late Friday, gave 11,426,000 bales, exclusive of linters and repacked. Weight of bales is figured at 500 lbs. The report was bullishly construed in cotton circles. The immediate effect in the oil market was an advance of over 50 points, although later tremendous realizing caused a partial recession.

Market closed firmer on buying, influenced by the government report. Liberal selling, however, thought to be for the account of refining interests, checked the advance. Sales, 6,400 bbls. Spot oil, \$7.10@7.25. Crude, December, 45@46c. per gal. Closing quotations on futures: December, \$7.10@7.13; January, \$7.12@7.14; February, \$7.15@7.19; March, \$7.22@7.24; April, \$7.25@7.29; May, \$7.30@7.31; July, \$7.39@7.40. Good off oil, \$6.75@7.10; off oil, \$6.65@7.08; winter oil, \$7.40@8; summer white, \$7.20@7.90.

## FRIDAY'S LIVESTOCK MARKET.

Chicago, Dec. 9.—Market 10c. higher; quality fair; bulk of prices, \$7.45@7.60; mixed and butcher's, \$7.25@7.65; heavies, \$7.25@7.65; light weight, \$7.25@7.65; rough, \$7.25@7.40; Yorkers, \$7.55@7.65; pigs, \$6.75@7.55; cattle steady; beefs, \$4.40@7.20; cows and heifers, \$2.25@6.10; Texas steers, \$4.10@5.30; stockers and feeders, \$3.25@5.60; Western, \$4.10@6.20. Sheep market 10c. higher; natives, \$2.50@4.40; Western, \$2.75@4.40; yearlings, \$4.25@5.50; lambs, \$4.25@6.50.

Kansas City, Dec. 9.—Hog market 5 to 10c. higher, \$7.15@7.25.

East Buffalo, Dec. 9.—Hog market lower; 8,000 on sale at \$7.90.

St. Louis, Dec. 9.—Market steady, \$7.40@7.65.

Omaha, Dec. 9.—Hogs steady, 5 to 10c. higher, \$7.25@7.50.

Indianapolis, Dec. 9.—Hogs higher, \$7.70@7.75.

## OLEO OIL AND NEUTRAL LARD.

(Special Letter to The National Provisioner.)

New York, Dec. 8.—In view of the approaching holidays business is extremely quiet at the moment in oleo oil and neutral lard, but there is no tendency to higher prices, and it is likely that in the coming spring values will be lower than they are now for all kinds of provisions, and that a big export business will be done in same then. It looks as if the lower prices, which are likely to come for animal fats, will do away to some extent with the use of vegetable fats in the European markets. And the lower animal fats go the more will they regain the ground which they lost in the last few years. There is considerable inquiry from Europe for butter oils, but it is all for quick shipment. Europe doesn't seem interested in these goods for futures at the present time.

## RECEIPTS AT CENTERS

### SATURDAY, DECEMBER 3, 1910.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	10,185	5,000
Kansas City	1,000	2,035	500
Omaha	200	2,800	
St. Louis	200	9,000	250
St. Joseph	400	2,500	
Sioux City	100	2,600	200
St. Paul	300	1,900	100
Fort Worth	1,500	800	
Milwaukee		3,587	
Peoria		900	
Indianapolis	500	5,000	
Cincinnati	148	2,191	65
Pittsburg		3,000	2,000
Cleveland	140	3,000	3,000
Buffalo	300	6,400	9,000
New York	1,293	2,531	7,310

### MONDAY, DECEMBER 5, 1910.

Chicago	32,000	29,655	45,000
Kansas City	15,000	4,724	10,000
Omaha	7,200	5,000	5,000
St. Louis	5,500	4,532	3,000
St. Joseph	2,000	5,000	1,500
Sioux City	2,500	4,000	
St. Paul	2,000	3,200	1,500
Fort Worth	5,800	1,400	300
Milwaukee		3,686	
Peoria		900	
Indianapolis	700	2,000	
Cincinnati	2,721	4,918	634
Pittsburg	2,500	20,000	8,000
Cleveland	400	3,500	4,000
Buffalo	5,000	21,000	24,000
New York	3,865	136,000	12,973

### TUESDAY, DECEMBER 6, 1910.

Chicago	7,000	28,293	25,000
Kansas City	13,000	7,512	6,000
Omaha	6,700	5,000	14,000
St. Louis	7,000	7,952	5,800
St. Joseph	3,500	9,000	2,000
Sioux City	1,800	2,800	1,800
St. Paul	2,300	5,500	2,200
Fort Worth	4,500	700	100
Milwaukee		1,899	
Peoria		1,500	
Indianapolis	1,500	9,000	
Cincinnati	415	4,340	373
Pittsburg	40	3,000	2,000
Cleveland	40	2,000	400
Buffalo	100	2,400	4,000
New York	944	2,957	3,878

### WEDNESDAY, DECEMBER 7, 1910.

Chicago	27,000	30,689	25,000
Kansas City	8,000	8,881	5,000
Omaha	5,000	6,300	8,000
St. Louis	5,500	7,554	3,500
St. Joseph	1,500	4,500	1,500
Sioux City	1,500	3,500	1,000
St. Paul	1,800	4,500	500
Fort Worth	3,600	600	300
Milwaukee		9,439	
Peoria		1,700	
Indianapolis	1,750	8,000	
Cincinnati	1,016	5,568	703
Pittsburg	100	4,200	2,000
Cleveland	100	3,000	1,000
Buffalo	150	3,200	2,000
New York	1,831	6,887	8,292

## THURSDAY, DECEMBER 8, 1910.

Chicago	8,000	30,000	20,000
Kansas City	7,000	7,000	4,000
Omaha	4,400	8,500	3,000
St. Louis	3,500	8,000	2,000
St. Joseph	2,500	5,500	1,000
Sioux City	8,000	3,300	300
St. Paul	800	3,600	600
Fort Worth	2,900	1,200	500
Milwaukee		1,145	
Indianapolis		1,500	
Cincinnati		7,000	
Pittsburg		6,000	
Buffalo	100	3,200	2,000
New York	1,805	1,959	5,742

## FRIDAY, DECEMBER 9, 1910.

Chicago	3,000	17,000	10,000
Kansas City	2,000	6,000	3,000
Omaha	1,200	4,200	5,000
St. Louis	2,000	5,500	1,000
St. Joseph	500	3,000	500
Sioux City	700	3,000	500
Fort Worth	2,000	1,200	400
St. Paul	800	3,600	600

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Dec. 3, 1910:

### CATTLE.

Chicago	37,986
Kansas City	28,872
Omaha	13,100
St. Joseph	7,928
Cudahy	409
Sioux City	3,720
South St. Paul	3,338
Indianapolis	4,091
New York and Jersey City	10,451
Fort Worth	18,338
Philadelphia	2,865
Pittsburg	4,592

### HOGS.

Chicago	106,923
Kansas City	53,571
Omaha	28,544
St. Joseph	25,345
Cudahy	8,934
Sioux City	18,109
Ottumwa	14,531
Cedar Rapids	1,071
South St. Paul	21,159
Indianapolis	28,495
New York and Jersey City	31,691
Fort Worth	6,732
Philadelphia	5,589
Pittsburg	26,920

### SHEEP.

Chicago	116,518
Kansas City	26,617
Omaha	34,438
St. Joseph	6,019
Cudahy	400
Sioux City	2,240
South St. Paul	2,250
Indianapolis	1,071
New York and Jersey City	41,549
Fort Worth	944
Philadelphia	11,098
Pittsburg	9,983

## NEW YORK LIVESTOCK

### WEEKLY RECEIPTS TO DECEMBER 5, 1910.

	Beef.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	2,005	1	973	15,600	13,740
Sixtieth street	2,336	9	1,770	4,572	—
Fortieth street	—	—	—	—	13,151
Lehigh Valley	3,922	—	1,485	6,414	—
Central Union	3,031	—	471	14,910	—
Scattering	—	65	138	44	4,800
Totals	11,294	75	4,837	41,840	31,691
Totals last week	12,615	77	4,917	32,021	33,304

### WEEKLY EXPORTS.

	Live cattle.	Live sheep.	Qrs. of beef.
Morris Beef Co., Oceanic	—	—	690
Morris Beef Co., Celtic	—	—	448
Swift Beef Co., Oceanic	—	—	1,150
Swift Beef Co., Minnawaska	—	—	810
Sulzberger & Son, Minnawaska	425	—	1,400
J. Shanberg & Sons, Marina	81	—	—
J. Shanberg & Sons, Minnawaska	412	—	—
Total exports	918	—	4,498
Total exports last week	708	80	4,750

## MEAT AND STOCK EXPORTS

### WEEKLY REPORTS TO DECEMBER 5, 1910.

	Live cattle.	Live sheep.	Qrs. of beef.
Exports from:			
New York	918	—	4,498
Boston	2,587	—	—
Baltimore	374	—	—
Portland	609	—	—
Montreal	839	—	—
Exports to:			
London	1,476	—	4,050
Liverpool	2,632	—	448
Bristol	792	—	—
Manchester	406	—	—
Antwerp	81	—	—
Totals to all ports	5,387	—	4,498
Totals to all ports last week	5,501	80	4,750

# Government Inspection

requires your packing house to have the most

## Sanitary Arrangement

We are specialists in this work Write us in regard to your requirements

TAIT-NORDMEYER ENGINEERING CO., Liggett Building St. Louis



# Retail Section

## THE RETAIL BUTCHER AND ADVERTISING How and Why the Dealer Can Make Money Through Publicity

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### XI.—SPECIAL SALES AND OPENINGS. (Concluded.)

[EDITOR'S NOTE.—This is the thirty-ninth and last of a series of articles on Retail Advertising, which should be of interest to every wide-awake butcher. Though it deals with the retail trade, its points are well worth the attention of wholesalers and others, to whom advertising can be made as much of a profit-earner as it can to the retailer.]

In an opening sale, especially, there must be an abundance of banners and show cards inside and out telling what is going on and showing the way to the best bargains. This is necessary in any kind of sale, but very particularly in the opening one.

A good deal of ingenuity has been shown by merchants here and there in their openings. If a man is willing to go to some expense to make his beginning noteworthy and a landmark on the community's business history he can do so, and it is decidedly worth while to go into the thing heavily when going in. The difference between half doing it and completely doing it is not a quarter of the cost.

With reference to the announcement folders or booklets that are to be sent out to the people within trading distance of your store, it is less expensive than mailing to have them delivered from house to house by a man or boy, and it is sometimes a more effective method. They should, of course, be addressed just the same. If they don't get into the hands of the woman of the house they are not likely to be of much value. Keep that in mind in making up your list. If you go to the out-of-town people they will, of course, have to be reached by mail anyway.

After closing up the store hang out in front good, plain banners facing both ways and announcing "Our opening ten o'clock next Tuesday," or at whatever date you select. Let this be an attractive sign and plainly lettered, so that even he who runs may read. Be sure that it is so plain that no one can possibly get past your store without seeing it in daylight, and if you can, make it visible at night as well.

#### A Series of Hand Bills.

Dodgers are not a very valuable form of advertising, but you want to get everybody thinking about your opening. Distribute good, medium-size, well-printed dodgers, not cheap-looking. Distribute them every day, beginning several days before the opening and using a different dodger each day. Get them all printed at once, and you will save money by making one job of the whole lot, thereby getting a better price.

Let them read something like this:

#### A NEW SHOP.

You like to market?

You like it best where you find the things you want and the prices that you can pay.

We have closed our store for some changes.

When it opens again the management

will be different. The meats will be of the highest grade. The prices will be the lowest. You will like to shop there.

That will be Tuesday, the seventh, at ten o'clock.

Watch our announcements.

That is enough (when your name is added) for the first dodger. Then let the second one go more into details. Suppose it reads a little on the following order:

#### A BIG OPENING SALE.

The reopening of our store takes place on the seventh at ten o'clock.

Will you be there?

We will show you a better store to market in than you ever found in this town before.

We are going to improve our stock and service fifty per cent.

Now, for instance, could you ever before buy in this town—for—c. each?

Could you ever before buy—of the best quality, at—c. per lb.?

These are of the values that we are going to offer the public Tuesday morning next at ten o'clock.

Etc., etc., etc., etc.

(Name.)

Further dodgers can follow in the footsteps of the last and talk in the same vein. Their main object is to tell someone of the opening who might otherwise not hear of it, or to impress it upon the minds of those who might possibly have forgotten it.

The copy suggested here might be set displayed, and with a good, broad white margin, right in the middle of a big bill, the same to be filled with price talks and tables all around the outside.

Here is something for the next dodger, or it might be the last one put out before the opening:

#### LAST CALL.

Once more let us say that our opening sale begins to-morrow, Tuesday, at ten o'clock. It will be the greatest ever.

Do your friends all know about it? Are they all going to share in the good fortune of the town on that day?

Every woman customer will get a flower souvenir and every one must come, if only for the purpose of seeing what an up-to-date store is like.

We don't expect you to buy if you don't want anything.

We are having this opening mainly to introduce ourselves to you with our new clothes on.

The opening proper will last a week. The bargains will last right along. We are going to give the people of Brownsville a place where they can market in the expectation of always finding something of the best and something a bargain.

(Name.)

All this is intended to be more suggestive than literal. No general outline will fit everybody, and it is not likely to fit anybody exactly. However, the ideas are ap-

plicable to all cases, and they will give concrete form to plans which may have been almost formed in your own mind.

### LOCAL AND PERSONAL.

Geo. T. Nicholls, of Jackson, has engaged in the meat business at Hudson, Mich.

Montgomery & Smith have just opened a new butcher shop at Cadillac, Mich.

Alleman & Whitman are about to open a meat market on Clinton avenue, St. Clair, Mich.

A. D. McGuire has purchased the Love butcher shop at Freeland, Mich.

Ralph Hackett has opened a meat market at Sturgeon Bay, Mich.

James Peters has opened a new butcher shop at Boyne City, Mich.

Shryder & Sweigert have purchased the meat business of Mathies & Co. at McMinnsville, Ore.

S. Turner has disposed of his butcher shop at St. John, Ore., to Jacob Burn.

The plant of the Inman Meat Co., at Lewiston, Idaho, has been destroyed by fire.

G. W. Verdst has purchased the Trinidad Meat Market at Trinidad, Wash.

N. J. Ward has established himself in the meat business at Cresswell, Ore.

C. L. Barnhart has purchased the interest of D. J. Grant in The Dallas Meat Company at Falls City, Ore.

Walter Reed has purchased the meat market of G. Stettler at Nampa, Idaho.

A. C. Kielsing is opening a new meat market at Chewelah, Wash.

H. D. Lincoln has purchased the meat business of Beidler Bros. at Cottage Grove, Ore.

W. W. Kuhn has disposed of his interest in the meat firm of Leonard & Kuhn, at Lostine, Ore., to Jas. Glaspy.

Burns & Van Scotter are about to open a butcher shop at Columbia Falls, Mont.

Fred Lewis has succeeded to the meat business of Guy V. Lewis at Butte, Mont.

Chas. Ulrich has discontinued his meat market at Pierce, Neb.

Drake & Barb have opened up at Alliance, Neb., as the Cash Meat Market.

H. Kuhlman has disposed of his meat business at Staplehurst, Neb.

Ben Smith has purchased a half interest in the meat business of George Reed at Arnold, Neb.

Z. B. Munsell has sold out his interest in the meat firm of Drake & Munsell, at Natoma, Kan., to Ralph McFadden.

Martin Miller is adding a stock of groceries to his meat business at Wilson, Kan.

Otto Thompson has sold his interest in the Palace Meat Market at Lebanon, Kan., to Roy Kemp.

Henry Kern has opened a meat market, at Tonganoxie, Kan., in the old H. M. Wise stand.

J. A. Hepler has opened a meat market at 419 North Main street at Ottawa, Kan.

Jones & Sons are moving their meat business, at Red Rock, Okla., into a new location in the Swarts building.

W. J. Brown has added a stock of groceries to his meat business at Salina, Kan.

H. A. Lash and W. M. Rake have formed a partnership and opened a meat market at Glasco, Kan.

J. F. Knothe has purchased the meat and grocery business of A. Worl at Lyons, Kan.

The Jarbridge Merc. Co. has succeeded to the meat business of Mrs. C. Fisher at Jarbridge, Nev.

Henry Kern has let the contract for the erection of a meat market at Culbertson, Mont.

Snear & Snow have purchased the meat business of Colm & Cramer at Chico, Cal.

E. Bemis will open a meat market in Brownville, Me.

Perry & Fisher are closing out their meat business at Waynesboro, Pa.

S. Raymond has engaged in the meat business at Concord, Vt.

John O'Neill has purchased his brother's interest in the meat business at St. John, N. B.

Walter Saunders has engaged in the meat business at Bantam Lake, Mass.

F. Westgate has opened a meat market at Uniondale, Pa.

A. S. Hawley has purchased the Lillibridge meat market at Berlin, Mich.

R. Yunggebauer has sold his meat business at Lawrence, Mass.

D. P. Good has purchased the F. P. Eley meat market at Dorranceton, Pa.

R. Smoyer has opened a meat market at Bloomsburg, Pa.

The Jefferson Market Company, Louisville, Ky., has been incorporated with a capital stock of \$1,000.

I. Chamberlin is building an addition to his meat market at E. Wolfboro, N. H.

R. L. Lovell & Son will open a new meat market at Springfield, Vt.

Samuel Reicht's meat shop at Pittsburg, Pa., has been destroyed by fire.

J. Gerdes has sold his meat market at Hallettsville, Tex., to Alexander & Dahlman.

Fire destroyed the meat market of Geo. Pease at Keyport, N. J.

A. French has opened a new meat market at Pottersville, Mass.

Miller Brothers have purchased the Crouse meat market at Xenia, O.

C. H. Hudson's meat market at Smith's Grove, Ky., has been damaged by fire.

#### CLAIMS TO SHOW BUTCHER'S PROFIT.

A. W. Bruner, an inspector employed by the food and drug department of the Indiana State board of health, has submitted a set of figures to H. E. Barnard, food and drug commissioner, showing that the gross profit to the butcher in the small town in handling a hog weighing 174 pounds at present prices is \$4.64. The figures were based on a demonstration made by Mr. Bruner and H. F. Volmer, a butcher of Washington, Ind., on Nov. 17.

Mr. Volmer paid \$8.70 for the hog on foot, the total cost after the butchering being \$14.78. He cut 22½ pounds of shoulders, which brought \$3.60; 23½ pounds of ham, worth \$4; 19 pounds of sides worth \$3.04; 18½ pounds of chops, worth \$3.14; 32 pounds of fat, worth \$4.32; the head, worth 64 cents; the ribs, worth 58 cents; the feet, worth 10 cents. The total amount received for the meat dressed was \$19.42, and the gross profit was \$4.64.

On the day the demonstration was made, however, hogs on the Indianapolis and Chicago markets of the class used in the demonstration were selling at \$7.40, high, which would increase the gross profit to \$5.54 at the prices ruling in the Washington shop, which were as follows: Shoulders, 16 cents; hams, 17 cents; sides, 16 cents; chops, 17 cents; fat, 13½ cents. These prices run somewhat lower than the figures quoted by Indianapolis retailers, who buy from local wholesalers.

The gross profit on the hog at the price paid by the butcher was 31.4 per cent. of the cost on the hoof. At the prevailing Indianapolis and Chicago prices, the gross profit was approximately 40 per cent. of the cost on the hoof, accordingly to the report of the inspector.

Best shop help obtained through our "Wanted" department, page 48.

#### OBJECT TO PORK REGULATIONS.

Local pork packers and butchers in Trenton, N. J., are complaining of the severity of recent health department regulations concerning meat products in that city. "For the purpose of driving a few irresponsible butchers out of business in Trenton or making them comply with provisions of the meat code," said one butcher, "the Trenton Board of Health has brought about a condition which makes it impossible for reliable Trenton pork packers and honest butchers to obtain enough Jersey-raised and killed pork to supply the demand.

"On Nov. 1 the Board of Health adopted a general meat code, providing certain restrictions governing the sale of slaughtered meat in Trenton. Among the provisions is one which requires raisers of hogs, who kill for the Trenton market, to send their slaughtered products here with the head, lungs, liver, kidneys and feet held together by natural attachments.' Before the passage of this code farmers killed their hogs, dressed them according to the long-established methods and brought them to the Trenton market.

"Now the farmers' former system of hog dressing for market purposes is prohibited, with the result that Jersey raised and killed pork is so scarce in this city that pork packers are frequently required to close their establishments often a day at a time because of lack of meat."

#### STOCKS OF PROVISIONS.

(Continued from page 16.)

1910, 232 lbs.; November, 1909, 225 lbs.; November, 1908, 212 lbs.

##### Kansas City.

	Nov. 30, 1910.	Nov. 30, 1909.
Mess pork, bbls. ....	160	38
Other kinds pork, bbls. ....	2,075	1,920
P. S. lard, contract, tes. ....	2,100	2,447
Other kinds lard, tes. ....	2,016	3,035
Short rib middles, lbs. ....	303,200	71,800
Extra S. R. middles, lbs. ....	232,700	175,400
Short clear middles, lbs. ....	900	1,000
Extra S. C. middles, lbs. ....	1,436,900	758,600
Long clear middles, lbs. ....	144,100	144,100
Dry salt shoulders, lbs. ....	219,200	556,500
D. S. bellies, lbs. ....	1,525,200	1,983,700
S. P. shoulders, lbs. ....	13,500	137,200
S. P. hams, lbs. ....	5,926,100	9,852,900
S. P. bellies, lbs. ....	1,633,800	2,438,600
S. P. Calif. hams, lbs. ....	1,318,800	1,829,200
S. P. skinned hams, lbs. ....	1,771,700	2,320,900
Other cut meats, lbs. ....	2,014,000	2,263,700

Total cut meats, lbs. 16,396,000 22,533,600

##### LIVE HOGS.

	Nov., 1910.	Nov., 1909.
Received .....	178,329	276,522
Shipped .....	5,234	28,696
Driven out .....	174,216	248,360
Average weight, lbs. ....	217	198

##### Omaha.

	Nov. 30, 1910.	Nov. 30, 1909.
Mess pork, bbls. ....	78	4
Other kinds of barreled pork, bbls. ....	1,107	1,049
P. S. lard, contract, tes. ....	570	266
Other kinds lard, tes. ....	2,402	719
Short rib middles, lbs. ....	437,667	178,850
Short clear middles, lbs. ....	97,000	15,015
Extra S. C. middles, lbs. ....	1,168,908	219,800
Extra S. R. middles, lbs. ....	240,463	106,952
Long clear middles, lbs. ....	30	30
Dry salt shoulders, lbs. ....	85,000	33,220
S. P. shoulders, lbs. ....	43,684	5,000
S. P. hams, lbs. ....	2,646,300	3,777,220
D. S. bellies, lbs. ....	1,498,600	1,146,493
S. P. bellies, lbs. ....	779,600	867,010
S. P. Calif. or picnic hams, lbs. ....	872,400	920,400
S. P. skinned hams, lbs. ....	2,452,200	1,802,770
Other cut meats, lbs. ....	919,545	895,604
Total cut meats, lbs. ....	11,241,367	9,968,364

##### LIVE HOGS.

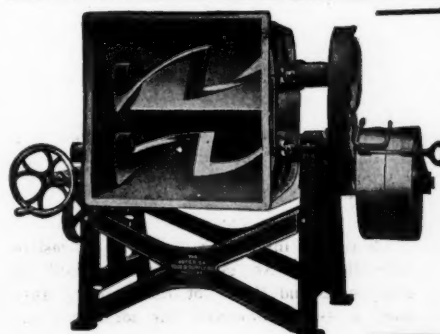
	Nov., 1910.	Nov., 1909.
Received .....	110,460	102,353
Shipped .....	1,198	4,712
Driven out .....	109,262	97,641
Average weight, lbs. ....	274	248

##### St. Joseph.

	Nov. 30, 1910.	Nov. 30, 1909.
Mess pork, new, made since Oct. 1, '10, bbls. ....	8	6
Other kinds of barreled pork, bbls. ....	536	881
P. S. lard in storage tanks and tierces, made since Oct. 1, '10, tes. ....	663	1,029
P. S. lard, made previous to Oct. 1, '10, tes. ....	148	.....
Other kinds of lard, tes. ....	1,545	670
Short rib middles made since Oct. 1, '10, lbs. ....	708,980	98,000
Made previous to Oct. 1, '10, lbs. ....	.....	84,000
Short clear middles, lbs. ....	23,000	.....
Extra S. C. middles, made since Oct. 1, '10, lbs. ....	287,823	225,525
Extra short rib middles, lbs. ....	179,575	102,136
Long clear middles, lbs. ....	9,999	.....
Dry salt shoulders, lbs. ....	12,105	4,000
S. P. hams, lbs. ....	3,207,170	4,084,000
S. P. shoulders, lbs. ....	30,000	39,000
D. S. bellies, lbs. ....	1,493,823	937,891
S. P. bellies, lbs. ....	676,300	1,136,500
S. P. Calif. or picnic hams, lbs. ....	700,770	686,000
S. P. skinned hams, lbs. ....	1,732,030	1,595,500
Other cut meats, lbs. ....	462,267	965,943
Other cut meats, dry salt, lbs. ....	691,000	411,000
Total cut meats, lbs. ....	10,304,892	10,369,495

##### LIVE HOGS.

	Nov., 1910.	Nov., 1909.
Received .....	111,938	138,080
Shipped .....	271	1,230
Driven out .....	111,901	136,834
Average weight, lbs. ....	228	207



#### MEAT MIXERS THAT WILL BLEND

These mixers allow a large percentage of water to be used and thoroughly mixed with meat and spices. MODERATE COST. BIG RETURNS IN OUTPUT. DOUBLE-ARM MIXERS.

Ask your Dealer, or write to

**The Lynn-Superior Co.**  
Cincinnati Ohio.

# New York Section

Elder & Wells will build a four-story ice plant on 17th street east of Tenth avenue, to cost \$70,000.

Swift & Company's sales of fresh beef in New York City for the week ending Saturday, Dec. 3, averaged 8.23 cents per pound.

Clarence Reynolds, manager of the provision department of Swift & Company at Fort Greene Market, has been succeeded by Joseph Dowdell.

Charles Lynch, who had a meat market at No. 227 Ninth avenue, has filed a petition in bankruptcy with liabilities \$11,934 and assets \$602 in accounts.

A. E. Glasgow, general Eastern manager of the Indianapolis Abattoir Company, was on a tour of inspection of Eastern houses of his company this week.

Howard Stanton of Chicago, manager of the Swift's Pride Cleanser department, and formerly connected with the Swift offices in New York, was in the city this week looking over the soap field.

The seventeenth annual entertainment and ball of the United Dressed Beef Mutual Aid Society occurred last night at Terrace Garden, in East 58th street. A report of the event will appear in the next issue of The National Provisioner.

The Bagge Construction Company, which recently acquired the property at No. 981 Prospect avenue, between 163d and 165th streets, the Bronx, plans to erect on the Prospect avenue site a building to be devoted exclusively to market purposes.

James Rooney, one of the largest sheep commission merchants east of Chicago, died at his home in Albany Saturday night. Mr. Rooney was born in Ireland in August, 1847. He had served his city as Chamberlain, Alderman, and Supervisor, and his county as Sheriff.

Simon Katzenstein, the Bronx fat and bone dealer who is out on \$10,000 bail on a charge of taking 1,750 pounds of meat from the Manhattan State Hospital for the Insane on Ward's Island in barrels supposed to contain bones, was indicted last week on a charge of grand larceny in the second degree.

The local trade was shocked to learn this week of the sudden death on Sunday of Mrs. Fetterly, the mother of manager Edward Fetterly, of Swift & Company's East Side Market, and of manager John Fetterly of the New York Independent Meat Company, of West Harlem. Mrs. Fetterly and her husband were residents of Weehawken.

Griot & Fisher, proprietors of the famous National Market at Third avenue and 52d street, have leased the old Washington Market in the heart of the business section of Yonkers, and open a handsome new market there today, also called the National. Festivities began with a band concert and public inspection last night.

The master butchers' organizations are preparing for their annual festivities. The East Side Branch has its entertainment and ball at Palm Garden in East 58th street on the night of January 12. The West Siders hold forth at the same place on January 19, and

the Bronx Branch at Ebling's Casino on January 26. The Brooklyn Branch will celebrate on February 8.

Washington Market got the first touch last week of the only new coat of paint it has had since the market was erected in 1882. Many times, it is said, city administrations of the past voted money for a thorough refurbishing of the market, but not one of the 104 stall keepers or their 600 assistants ever saw the paint. The interior of the market is to be rearranged and improved next summer, in the slack season.

The Christmas beef shows open Sunday, and plans are made for the most elaborate exhibitions yet given for the edification of the New York trade. The United Dressed Beef Company, the S. & S. Company and Swift's East Side Market on the East Side, and the New York Butchers' Dressed Meat Company and other slaughterers on the West Side, will have the principal displays of prize beef and small stock.

The Department of Health of the City of New York reports the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending December 3, 1910, as follows: Meat.—Manhattan, 9,838 lbs.; Brooklyn, 17,620 lbs.; Queens, 25 lbs.; total, 27,483 lbs. Fish.—Manhattan, 6,265 lbs.; Brooklyn, 763 lbs.; Bronx, 50 lbs.; Queens, 20 lbs.; total 7,098 lbs. Poultry and game.—Manhattan, 7,002 lbs.

## AMONG THE MASTER BUTCHERS.

That famous old butcher and hotel man, Mayer Wetzstein, of First avenue, known and highly thought of by every wholesale firm on the East Side, was very much in evidence at the opening of Sol Harris' place at No. 454 Westchester avenue last week. Among those present were the members of the Jacob Dold staff, the Armour Packing Company's men, the Swift and Cudahy men and Shannon's heads of departments, the office staff of Morris & Company and the rest of that lively bunch that do business in the Westchester Market district. Mr. Harris comes from a family of butchers, and his cosy, clean place, where the marketmen have their creature wants attended to, gives promise of being their future headquarters up-town. The cooking is the kind that mother used to do, and the head of the culinary department is in the capable hands of Mrs. Harris, who knows how to tickle the palates of a hungry crowd of meat men, who can thoroughly appreciate her fine service.

Rather an unusual experience was that of one of the firm of L. & B. Frank, the big Eighth avenue dealers, this past week. A man came in to Mr. Frank, asking him to sign some paper he had, saying it was from one of the daily papers, agreeing with them that the butchers were charging too much for meat. He went on to explain that his wife had paid 35 cents for meat that morning and he suspected she had been cheated out of 10 cents. Mr. Frank's temper was none of the sweetest, after hearing such a story, and the tongue lashing he handed out would have done credit to one of the famous London fish wives. Mr. Frank's flow of language was copious, and delivered with telling effect. When last seen, the complainant was running top speed up Eighth avenue with coat tails standing out wide enough for a three-handed game of auction pinochle, as Mr. Frank put it.

To keep pace with the times one must be wide awake, hustle and work hard. The new meat department in the Bloomingdale store, corner 59th street and Third avenue, shows the unusual ability of the Strauss Bros., the well-known Brooklyn butchers, who opened a few days ago and are already doing a business so big that it required the hard work of 22 steady men, 8 extras and 3 bosses, 33 in all, to attend to their last Saturday's trade. The stands were fitted up by Thomas Farrell, whose work needs no comment. The big ice houses, which run the full length of the stands, are the finest of their kind, cold air being used instead of ice. The fixtures are massive and handsome, and set up in master workman style. It is a well-known fact that when Tom Farrell finishes a job, there are no repairs needed for many a long day.

Strict attention to business never fails to land a man on top. R. Birnbaum of No. 754 First avenue is known to about every butcher in Greater New York as perfectly reliable in his business transactions. His tools are the best standard makes, and should one of them prove unsatisfactory he is always ready and willing to make good. When he receives an order he fills it promptly and keeps a full line of all kinds of supplies always on hand. Besides, being near the East Side slaughter houses makes it convenient to get what they need.

Among the foreign butchers in New York the Italians are rapidly forging to the front, not alone among their own countrymen, but New Yorkers as well. A fine example of their progressive ways is that of John Tantillo of No. 1101 Second avenue, who has a splendid corner store finely fitted up and catering to first-class trade. Mr. Tantillo is a bright, clean-cut young man who knows how to conduct a business properly, and has been established in his own shop for the past five years.

The man who does a big business in a quiet way is the man that usually gets to the top of the heap. Stern Bros. of No. 820 Second avenue, have been growing larger each year. They handle an excellent line of provisions, and are noted for their fine sausages, which they make a specialty of. They also turn out smoked hams which are considered as fine as anything to be had. They expect to enlarge their plant shortly, as they are extremely ambitious to do a big business.

The butcher who keeps to quality, no matter what the price, is bound to make a good name for himself, particularly in out-of-town localities. The writer saw the other day about as fine a line of meats, particularly veal, in L. Licht's Fulton Market in Mount Vernon as it is possible to buy. The calf market is very high, and good calves are scarce, but Mr. Licht had the finest kind of white fat calves that could be seen anywhere throughout the Greater New York neighborhood.

One of the successful young business men in the meat line was a journeyman butcher a short year and a half ago. Today he has established a prime beef route that is growing larger every month. The better class of shops along upper Broadway and Amsterdam avenue have learned to depend on Joe Lichtenfeld when they need prime beef. They know he keeps his word and looks after his customers carefully. This is a valuable asset for any business man.

The management of the Washington Beef Company's branch store at 54th street and Third avenue is in the capable hands of John Mohring, who looks after the interests of his principals as conscientiously as though it were his own business. This firm is rapidly branching out, and they show good judgment in placing their different stores in charge of capable men. Such men are not any too numerous.



